U.S. Department of Veterans Affairs



VA Home Loan Basics – Introduction To The VA Loan Program





Cleveland Regional Loan Center (RLC) -**Points of Contact**

Cleveland RLC Telephone Numbers:

(800) 729-5772, option 4 – Loan Production

(800) 729-5772, option 2 – Appraisals

Cleveland RLC E-mail Addresses:

vahomesite@va.gov - Loan Production 325cnv@vba.va.gov - Appraisals

Websites:

www.vba.va.gov/cleveland-rlc.htm - Cleveland RLC http://www.benefits.va.gov/homeloans/ - National

Home Veteran Services Business

About VA

Media Room

Locations

Contact Us

Home Loan Links

Welcome to the Loan Guaranty Home Loan Program



Home Loan Information, News, Announcements, FAQ's and Circulars

NEW! 5/2/2011 - If you have been affected by the natural disasters in Alabama, Arkansas, Georgia, Mississippi, and Tennessee, please review VA's information on Natural Disaster Assistance. If you have any questions, please contact your nearest VA Regional Loan Center toll-free at (877) 827-3702. For additional information regarding the recent tornado outbreaks, please view our circular. For more news and announcements, click on this link.

2/4/2011 - Trouble making your payments? If you have a VA loan, but are having trouble making your mortgage payments, it is very

Lenders, Servicers and Real Specially Adapted Housing **Estate Professionals**

- · Lender's Handbook
- Loan Limits
- · Veterans Information Portal
- · VA Homes for Sale
- VA Loan Electronic Reporting Interface (VALERI)
- · Live and On-Demand Broadcasts
- · How to Apply for Lender Appraisal Processing (LAPP)
- More Options

- Specially Adapted Housing (SAH) Agents
- · 2101(a) Grant Fact Sheet
- · 2101(b) Grant Fact Sheet
- More Options

Home Loan Contact Information

- · Contact Us
- · Regional Loan Centers
- Email the LGY Webmaster

Connect with VA!

- Facebook
- YouTube
- Twitter
- Flickr

Appraisal Functions

- Staff Appraisal Reviewer (SAR) Information
- Frequently Asked Questions (FAO's)
- Registered Builders,

Am I Eligible for a VA Home Loan?

- Certificate of Eligibility -Veteran Registration Instructions
- Eligibility Frequently Asked

Forms and Publications

Local intranet

100%





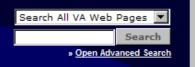
VA Forms and Certifications

Lenders can download and print VA forms at:

http://www.va.gov/vaforms/

UNITED STATES DEPARTMENT OF VETERANS AFFAIRS





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Welcome to the Department of Veterans Affairs Forms web site.

IMPORTANT: You must have the latest version of Adobe Reader on your computer to fully utilize all the forms on this site. You can download software at: Free Adobe Reader Download. (Note: By clicking on Free Adobe Reader Download link, you will leave the Department of Veterans Affairs Website. VA does not endorse and is not responsible for the content of the linked website)

Forms on this site are available in several formats. Fillable pdf can be filled on-line, printed, saved and edited. **XFT** forms can be filled on-line, printed, and saved to your pc but cannot be edited later (TURN OFF YOUR POP-UP BLOCKER TO USE XFT). Some **PDF** are printable blank forms.

To find a form, enter the form number (example: 12-1234 or 1234) or a word from the form's title or subject.

Form Number: 26-1880

Title / Keyword(s):

Search Clear Choices

Form Search Tips | Where to send forms

Sort By: Number Go

Page >> 1 2 3 4 5 6 7 8 9

Number	Title	Issue Date	Revision Date	# Pages
<u>10-0094a</u>	Medical Education Affiliation Agreement - School of Medicine (FILLABLE)	11/19/2004		7
<u>10-0094b</u>	Medical Education Affiliation Agreement - Osteopathic Medicine (FILLABLE)	11/19/2004		7
<u>10-0094c</u>	Medical Education Affiliation Agreement - Graduate Medical Education (FILLABLE)	11/19/2004		6
10-0094d	Medical Education Affiliation Agreement - School of Dentistry (FILLABLE)	11/19/2004		6
<u>10-0094e</u>	Medical Education Affiliation Agreement - VA Sponsor - Dentistry (FILLABLE)	11/19/2004		6
<u>10-0094f</u>	Dental Education Affiliation Agreement (FILLABLE)	11/19/2004		5
10-0094q	Associated Health Education Affiliation Agreement (FILLABLE)	11/19/2004		4
10-0094h	Education Affiliation Agreement - Non-VA Health Care Facility (FILLABLE)	11/19/2004	S Local intra	4



ListServe Automatic VA E-mail Updates

Lenders can obtain automatic updates regarding changes to the VA home loan program by signing up for this feature at:

http://mailman.listserve.com/listmanager/listinfo/ cleveland_regional_loan_center



VA Lenders Handbook

VA Pamphlet 26-7, Lenders Handbook can be downloaded at:

http://www.benefits.va.gov/warms/pam26_7.asp

eb Automated Reference Material System (WARMS)

inders Handbook - VA Pamphlet 26-7

Index Table of Contents Current Issues Chapter 1 - The Lender Chapter 2 - Veterans Eligibility and Entitlement Chapter 3 - The VA Loan and Guaranty Chapter 4 - Credit Underwriting Chapter 5 - How to Process VA Loans Chapter 6 - Refinancing Loans Chapter 7 - Loans Requiring Special Underwriting, Guaranty and Other Considerations <u>Chapter 8</u> - Borrower Fees and Charges and the VA Funding Fee Chapter 9 - Legal Instruments, Liens, Escrows and Related Issues Chapter 10 - Property Eligibility and Appraisal Requests Chapter 11 - Appraiser Requirements Chapter 12 - Minimum Property Requirements Chapter 13 - Value Notices Chapter 14 - Construction Inspections Chapter 15 - Lender Appraisal Processing Program Chapter 16 - Common Interest Communities, Condominiums and Planned Unit Development Chapter 17 - VA Sanctions Against Program Participants Chapter 18 - Servicer Appraisal Processing Program (SAPP) Appendix A - Listing of VA Offices



















Changes



VA Regional Loan Centers

- Atlanta, GA
- Cleveland, OH
- Denver, CO
- Houston, TX
- Phoenix, AZ
- Roanoke, VA
- St. Paul, MN
- St. Petersburg, FL
- Honolulu, HI Regional Office



VA Regional Loan Centers





Cleveland VA Regional Loan Center

- Connecticut
- Delaware
- Indiana
- Maine
- Massachusetts
- Michigan
- New Hampshire
- New Jersey
- New York
- Pennsylvania
- Ohio
- Rhode Island
- Vermont

- The Cleveland RLC took over all operations from the Manchester RLC effective April 1, 2011
- Cleveland RLC now represents approximately 11% of all VA loan volume nationwide
- Cleveland RLC FY 2010 volume = 35,694 loans totaling \$6.7 billion
- Nationwide FY 2010 volume = 313,988 loans totaling \$65 billion



Primary Benefits of a VA Home Loan

- 100% financing up to the Federal Housing Finance Agency (FHFA) annual conforming loan limits, as adjusted by county
- 100% cash-out refinance up to FHFA's conforming loan limits
- Streamline VA to VA Interest Rate Reduction Refinance Loans (IRRRL's)
- VA requires no bottom line credit score
- Fully assumable by any qualified person (does not have to be a veteran)
- No monthly mortgage insurance premiums
- VA funding fee can be added to 100% financing
- No pre-payment penalty
- Fixed and adjustable rate mortgages
- Seller can assist with standard closing costs
- Energy efficient improvements can be added to 100% financing on any VA loan product **VA Home Loans**

13



Where To Market VA Home Loan Product

- Local real estate publications (Harmon Homes, Realtor books, real estate section of newspaper, etc.)
- Veteran military bases
- Veteran organizations (VFW, American Legion, Marines Corps League, etc.)
- Veteran's friends and family referrals
- VA has never provided mailing lists of veterans to anyone
- Bottom line: you may have to spend money to make money





How Does The VA Guaranty Work?

- Guaranty is not down payment assistance
- Guaranty is not closing cost assistance
- No money is given to the veteran
- It is a financial commitment to pay a mortgage servicer a certain sum of money if the veteran defaults on the VA loan
- In most cases the VA will pay the servicer 2 checks once the property has been liquidated:

The net appraised value of the home (thereby taking back the property as an REO)

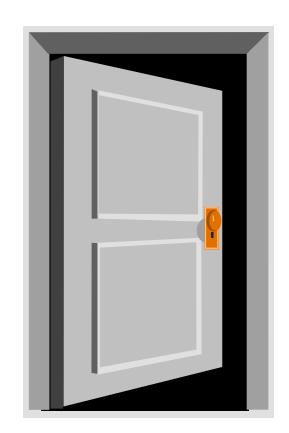


The maximum guaranty amount



Occupancy

- Veteran must certify that they intend to occupy the home as their principal residence
- Occupancy must be within 60 days of the closing date
- If individual is not married and is on active duty, they must occupy within 12 months
- Spouse can usually satisfy occupancy
- Intermittent occupancy by single veterans is typically not acceptable
- Family members, friends and relatives cannot satisfy occupancy on behalf of the veteran





VA Entitlement

- Every veteran initially receives sufficient entitlement to adequately cover the guaranty up to FHFA's conforming loan limits
- Entitlement is broken down into 2 parts:

Basic entitlement: covering the first \$144,000 of the VA loan amount



Bonus entitlement: covering the remaining loan amount from \$144,001 up to FHFA's conforming loan limit



VA Entitlement

- Effective October 1, 2008 VA passed legislation that will result in VA maximum loan amounts being adjusted annually as set by FHFA
- Assuming the veteran has sufficient entitlement, the VA guaranty will provide at least a 25% guaranty up to the FHFA conforming loan limit
- FHFA standard conforming loan limit for 2011 = \$417,000 (most counties across USA)
- FHFA maximum conforming loan limit for 2011 = \$1,094,625 (i.e. Nantucket County)
- 25% guaranty is required by secondary market investors (GNMA, FNMA, FHLMC and private investors)



Where Can You Find VA Maximum Loan Amounts?

Lenders can view VA's maximum loan amounts at:

http://www.benefits.va.gov/homeloans/docs/ 2011_county_loan_limits.pdf

* It is important to note that effective October 1, 2011 maximum VA loan amounts will change on October 1st every year moving forward

2011 VA County Loan Limits for High-Cost Counties

The Department of Veterans Affairs Loan Guaranty program does not impose a maximum amount that an eligible veteran may borrow using a VA-guaranteed loan. However, the following county "limits" must be used to calculate VA's maximum guaranty amount for a particular county. These limits apply to all loans closed January 1, 2011 through September 30, 2011. Fiscal Year 2012 county loan limits will be made available as soon as possible.

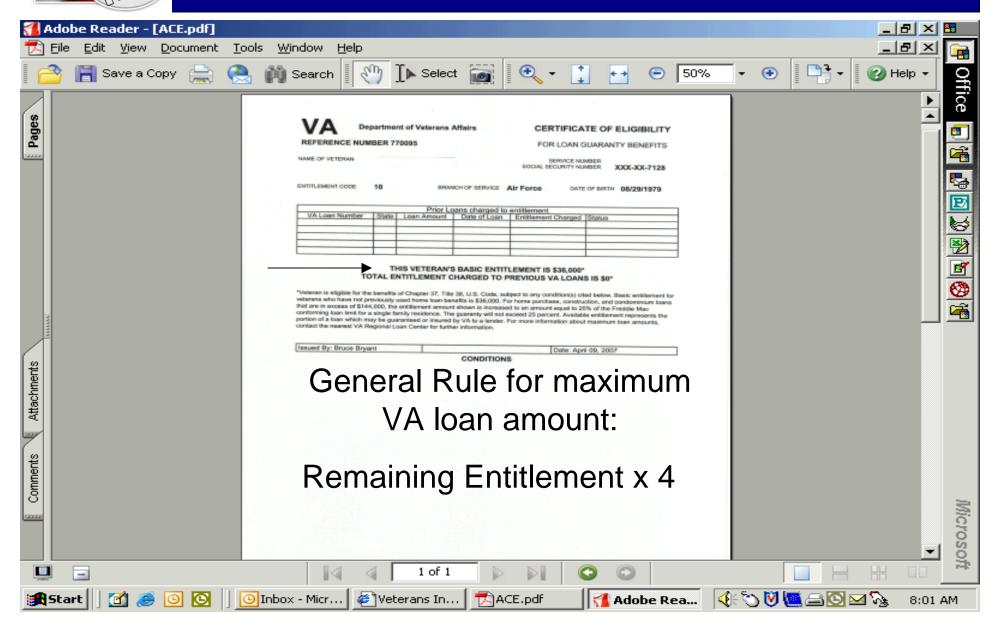
The maximum guaranty amount (available for loans over \$144,000) is 25 percent of the 2011 VA limit shown below. Therefore, a veteran with full entitlement available may borrow up to the 2011 VA limit shown below and VA will guarantee 25 percent of the loan amount. If a veteran has previously used entitlement that has not been restored, the maximum guaranty amount available to that veteran must be reduced accordingly. Lenders should check their own investor requirements regarding guaranty amounts and downpayments. Questions about VA loans in a particular county may be directed to the VA Regional Loan Center listed for that county.

NOTE: For all counties other than those listed below, the 2011 limit is \$417,000.

STATE	COUNTY	2011 VA LIMIT	Regional Loan Center	
AK	ALEUTIANS EAST	\$625,500	DENVER	
AK	ALEUTIANS WEST	\$625,500	DENVER	
AK	ANCHORAGE	\$625,500	DENVER	
AK	BETHEL	\$625,500	DENVER	
AK	BRISTOL BAY	\$625,500	DENVER	
AK	DENALI	\$625,500	DENVER	
AK	DILLINGHAM	\$625,500	DENVER	
AK	FAIRBANKS NORTH	\$625,500	DENVER	
AK	HAINES	\$625,500	DENVER	
AL.	HOOMAH ANCOOM	¢625 500	DEMMED	



How Can You Tell If a Veteran Has Adequate Entitlement?





How To Calculate Bonus Entitlement

- \$417,000 maximum conforming loan limit
- x 25% required guaranty for secondary market
- \$104,250 maximum \$ amount of guaranty
- 36,000 basic entitlement
- \$ 68,250 bonus entitlement for 2011 (most counties)



How To Calculate Bonus Entitlement

- \$1,094,625 maximum conforming loan limit (Nantucket)
- x 25% required guaranty for secondary market
- \$ 273,656 maximum \$ amount of guaranty
- 36,000 basic entitlement
- \$ 237,656 bonus entitlement for 2011 (Nantucket)



Entitlement Scenario – Partial Entitlement Remaining

If Buying a Home in a Standard Conforming Loan Limit County

- Veteran purchased a home in 1985 for \$80,000
- VA guaranteed \$32,000
- VA's entitlement is still being used (veteran still owns, sold on assumption or home was liquidated)

- \$ 36,000 basic entitlement
- 32,000 amount previously used
- \$ 4,000 amount of basic remaining
- + 68,250 bonus entitlement
- \$ 72,250 total available entitlement
- $4,000 \times 4 = $16,000 \text{ max VA loan}$ using basic entitlement
- \$ 72,250 x 4 = \$289,000 max VA loan using remaining basic entitlement and bonus entitlement



Entitlement Scenario – Partial Entitlement Remaining

If Buying a Home in Nantucket

- Veteran purchased a home in 1985 for \$80,000
- VA guaranteed \$32,000
- VA's entitlement is still being used (veteran still owns, vet sold on assumption or home was liquidated)

- \$ 36,000 basic entitlement
- 32,000 amount previously used
- \$ 4,000 amount of basic remaining
- +237,656 bonus entitlement
- \$241,656 total available entitlement
- $4,000 \times 4 = $16,000 \text{ max VA loan}$ using basic entitlement
- \$241,656 x 4 = \$966,624 max VA loan using remaining basic entitlement and bonus entitlement



VA Entitlement Overview

Basic Entitlement

- Can never exceed \$36,000
- Only used for loans of \$144,000 or less
- Can be combined with bonus entitlement for purchases of \$144,001+
- Once full \$36,000 has been used, and VA loan is still active (or was liquidated), veteran cannot purchase another home for \$144,000 or less

Bonus Entitlement

- Changes annually according to FHFA conforming loan limits, as adjusted by county
- Only kicks in for VA loans of \$144,001 or more
- Cannot be used for loan amounts of \$144,000 or less
- Can still be used even if veteran has \$0 in basic entitlement



VA Entitlement + Down Payment / Equity

- GNMA will allow a combination of down payment or equity in the property + VA's guaranty to meet the 25% coverage requirement
- Lenders should check with their investor to ensure proper calculation and requirements



VA Entitlement + Down Payment Example

- \$500,000 purchase price in a county where the maximum FHFA loan limit is \$417,000
- \$500,000 \$417,000 = \$83,000 of uninsured loan
- \$83,000 x 25% down payment = \$20,750
- 4.15% down payment meets GNMA guidelines to meet the 25% total coverage on the loan



What is VA 's Maximum Loan Amount?

VA maximum loan amount is the <u>lesser</u> of the purchase price or appraised value, provided:

 The loan does not exceed FHFA's conforming loan limit (with funding fee and energy efficient improvements added)



 The veteran has sufficient entitlement to meet your investor requirements



Types of VA Loans

- Single family home (up to 4 attached units)
- Joint loans veteran and a non-spouse co-obligor
- Townhouse or condominium in a VA approved development
- Construction of a new home, townhouse or condominium
- Cash-out refinance up to 100% of the FHFA conforming loan limit
- Interest Rate Reduction Refinance Loan (IRRRL)
- Simultaneous purchase and improvement of a home
- Purchase a farm residence
- Veteran can add energy efficient mortgage improvements to any VA loan product



VA Loan To Purchase a Home/Townhouse/Condo

- Veteran can purchase a home, townhouse, condo or manufactured home
- It must be titled as real estate and permanently affixed to a foundation
- If townhouse or condo it must be approved by VA
- Must meet VA's minimum property standards of safe, sanitary and sound
- No "fixer uppers"





Joint Loans – Veteran and Non-Spouse Co-obligor

- Veteran can purchase a home with a friend, sibling, parent or any family member
- All co-obligors must qualify for their portion of the mortgage (credit, income stability, debt ratio, etc.)
- VA only guarantees the veteran's half of the loan, thereby resulting in a 12.5% guaranty to the lender
- GNMA, FNMA and FHLMC will not pool these loans
- Typical joint loan results in a portfolio serviced product.
 Only the larger servicers will purchase joint loans
- Joint loans must be sent to VA for underwriting in all cases



Joint Loan – 2 or More Veterans

- Veterans do not have to be married
- More than 2 veterans can purchase
- All veterans must qualify for their portion of the mortgage (credit, income stability,debt ratio,etc.)
- Entitlement can be split amongst all veterans depending on how much they choose to split (assuming they have entitlement)
- If veterans are married, one veteran can "carry" the other in terms of qualifying
- 2 veterans can purchase a multi-unit property up to 6 attached units, 3 veterans can purchase up to 7 units, etc.)
- Loan must be sent to VA for underwriting in all cases



New Construction / Proposed Construction

- Proposed construction requires blue prints and specification plans
- Automatic VA lenders can review specs and prints
- It must be a VA registered builder
- If proposed construction, VA must inspect at regular intervals
- If it is a new construction deal with a VA end loan, inspections performed by lender and/or municipality
- 1 year builder warranty required on all new construction
- Veteran can receive all earnest money back at closing
- Land equity or down payment can be used to reduce VA funding fee





Cash-out Refinance

- Veteran must occupy the home
- VA considers paying off any non-VA loan, paying off a lien or taking cash out from an existing VA loan, a cash-out refinance
- Maximum loan is based on 100% of the VA appraised value + VA funding fee + energy efficient improvements
- Maximum loan is based on FHFA conforming loan limits
- Veteran must have at least a \$1lien against the property (this means that a house that is completely paid off cannot obtain a VA cashout refinance)
- VA cash-out refinance is a full document loan that requires an appraisal, credit package, etc.





Interest Rate Reduction Refinance Loan (IRRRL)

- Commonly referred to in the mortgage world as a "rate and term" refinance or a "streamline" refinance
- Must be a VA to VA loan
- The IRRRL typically requires no money out of pocket from the veteran
- VA does not require a credit report, appraisal or any other verifications of deposit or income
- Some lenders now requiring full documentation to close on an IRRRL
- Credit report and appraisal can be charged to veteran, provided the costs are "reasonable and customary"





What Amounts Can Be Included in an IRRRL?

VA Form 26-8923, IRRRL Worksheet is designed to assist lenders with calculating the maximum VA IRRRL loan.

A veteran can refinance the following into the IRRRL:

Existing VA loan payoff (can't be 30 days past due at closing)

- + Allowable VA closing costs
- + VA funding fee
- + Up to 2 discount points to obtain interest rate reduction
- = Maximum VA IRRRL



VA Form 26-8923

- VA Form 26-8923, IRRRL Worksheet assists lenders with calculating maximum loan amount
- Lenders must ensure the worksheet is accurate versus the HUD-1 Settlement Statement
- VA audit process has seen numerous instances of abuse in completing the 26-8923
- VA funding fee, origination charge and discount points are calculated using this form
- Substantial differences in payoff on 26-8923 and HUD-1 can result in overcharges to the veteran that lender will have to refund



Interest Rate Reduction Refinance Loan (IRRRL)

Lender Must Certify:

- Interest rate and principal / interest payment are being reduced or
- Interest rate and term of the loan are being reduced

Veteran Must Certify:

 Veteran must sign certification acknowledging the effect of the "old" vs. "new" principal / interest payments <u>and</u> the number of months to recoup closing costs



20% Rule For IRRRL's

If the whole mortgage payment (PITI) will increase by 20% or more, the lender must certify:

- That the veteran qualifies for the increase in payment
- This may involve fully developing IRRRL as full document loan to review debt ratios, credit, etc.



IRRRL Reminders

- Veteran can close an IRRRL with the principal and interest going up
 if converting from a VA ARM product to a fixed rate VA mortgage, or
 from a VA graduated payment mortgage to a fixed rate VA mortgage
- Maximum cash to veteran is \$500, but the VA Handbook is very specific about the fact that the IRRRL is not intended to give veterans cash at closing
- Term of the loan cannot go up by more than 10 years from original term (don't forget the rate must still be reduced)
- If existing VA loan is more than 30 days past due at closing, the IRRRL needs to be sent to the RLC of jurisdiction for underwriting



Advertising the VA IRRRL Program

VA has seen numerous instances of abuse when advertising This benefit. Some reminders include:

- Cannot advertise that the veteran can "skip up to 2 payments"
- Cannot advertise that the veteran can receive up to \$500 cash back at closing
- Cannot advertise that your company has a special relationship with VA
- The lender cannot use the VA seal, or any other VA copyrighted emblem on its advertising



Advertising the VA IRRRL Program (cont.)

- The lender should avoid sending out advertising using envelope print that claims "Veterans Benefits Department" or "Important Veterans Benefit"
- Lenders cannot charge an up front fee in order to get the IRRRL moving forward (it's a no money out of pocket loan!)
- Lenders are asked to consider cost / benefit analysis when offering the IRRRL program. Audited examples of abuse:
 - * 600 months to recoup closing costs?
 - * Monthly P&I cost savings of \$.18 per month?
 - * Having veterans close their 3rd IRRRL in two years?



<u>Special Veteran Program</u> Congress Authorizes New Home Program For Veterans

Dear Veteran,

The Veteran's Administration has come up with an outstanding new refinance program. This may be your last opportunity to refinance under the VA Streamline Refinance Program and take advantage of the low rates.

As a Veteran, you are entitled to benefits unavailable to other mortgage holders. You could significantly reduce your interest rate, lower your term, or fix and adjustable rate.

The benefits of the VA Streamline Refinance Program include:

A low interest rate of 4.875%

Lower monthly mortgage payments

An opportunity to skip up to 2 payments and receive \$500 cash back at closing Refund of existing escrow account (money back to you)

No out of pocket costs

There Are Little Requirements:

- Late Payments OK
- Unemployed or Self Employed OK
- No Credit Checks
- No Appraisal
- At Home Closing
- Cash Out Available
- Consolidates your 1st and 2nd Mortgage

Please call our loan officers at 1-800- to guide you through the VA Streamline Refinance Program. There are no automated phone systems to fight your way through. A friendly voice answers every call.

Daily 9:00 a.m. to 8:00 p.m. Monday thru Friday (EST)

If you have converted to a Conventional, FHA or other type of loan now is the time to convert back to the VA. The VA contains benefits that are not available to other consumers.





VETERANS INFORMATION DEPARTMENT

• 391 ROBERTS ROAD • OLDSMAR, FLORIDA 34677



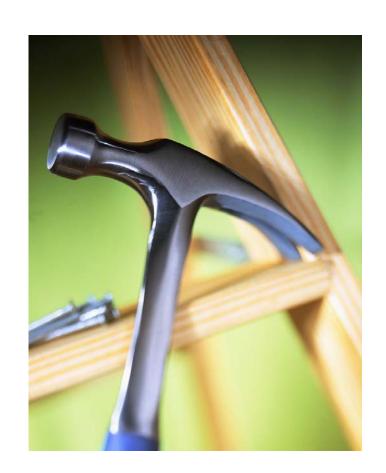
VETERANS: IMPORTANT BENEFIT ENCLOSED

CONFIDENTIAL



Consecutive Purchase and Improvement Program

- Veteran can purchase a home and propose to make improvements concurrently
- Veteran would need to submit blueprints and specification sheets clarifying improvement
- Improvements must result in a dollar for dollar increase in value (VA appraiser will determine using prints and specs)
- Escrow would be established and distributed upon inspections from VA appraiser





Farm Property

- Veterans can purchase farm property with no restrictions on acreage
- VA loan may only consider value of the house and land to support residence
- All acreage is not necessarily given value for purposes of the VA loan
- Livestock, farm equipment, supplies and crops are not considered in the VA appraisal
- Buildings other than those that support the home are typically not given value





Energy Efficient Mortgage Improvements (EEM's)

- Veterans can add up to \$3,000 to the 100% financing simply by providing a documented bid from a contractor
- Veterans can add from \$3,001 \$6,000 in EEM's by providing an energy analysis to show that estimated monthly expense of the EEM improvement is less than monthly cost savings to utilities
- Veterans can add over \$6,000 in EEM's provided the cost is supported by a dollar for dollar increase in value (VA appraiser must certify increase in value)
- Funds are held in escrow until work is completed (does not have to be the typical 1 ½ times amount)





Energy Efficient Improvements

Items That Can Be Added

- Windows and doors
- Clock thermostats
- Furnaces
- Water heaters
- Insulation and weather stripping
- Solar heating and cooling systems
- Heat pumps
- Insulated garage doors on an attached garage

Items That Cannot Be Added

- Air conditioning units can be added if veteran has a medical certification due to breathing issues
- New roof or shingles
- Vinyl siding
- Glass block windows
- If questions regarding improvements, contact RLC



Energy Efficient Improvement Analysis

For EEM's that result in \$3,001 - \$6,000 of improvement, VA requires an energy analysis. Analysis must document:

- If the additional monthly expense will be less than the monthly savings to the veteran's utility bills.
- The Department of Energy provides a website to accomplish this analysis. It can be found at:

http://hes.lbl.gov/



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UPGRADE

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Case Studies

"Home Energy Saver helped me save thousands of dollars per year. It is one government service that makes paying taxes worthwhile."

> - Nick Wilder Wheat Ridge, Colorado

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Energy NewsWire

- How Would You Use a Smart Meter to Manage Your Energy Use?
- Making Memorial Day Plans? Be Sure They're Efficient
- · Smart Meters and a Smarter Grid
- o Get the latest on energy-efficiency tax credits
- o Obama at Home Depot
- o HES featured by Suze Orman in Oprah Magazine









Are YOU set to say

Please help us learn more a how thermostats get used not) with a 5 minute suve

Sure, I'll do the surve

More resources for Teachers... Energized Learning • Professionals... HESpro • Help implementing our recommendations... ENERGYSTAR.gov

Eligibility

Who's Eligible For A VA Home Loan





Eligibility Issues

- #1 Rule: You must obtain a certificate of eligibility (COE) prior to setting up a closing date for a VA home loan
- Do not assume all veterans are eligible
- VA Regional Offices no longer provide certificates of eligibility (can only obtain from an RLC or the Eligibility Center)
- Regional Loan Centers are not responsible for issuance of certificates of eligibility
- Primary responsibility for issuance of a COE is the Eligibility Center in Winston-Salem, NC
- If you arrived at the day of closing and you don't have a COE, someone at your company screwed up



Which Veterans Are Eligible?

- Army
- Navy
- Air Force
- Marines
- Coast Guard
- National Guard / Reserves
- Service members of various military academies (West Point, Naval Academy, Air Force Academy, etc.)





Basic Eligibility Requirements

- 2 years of <u>continuous</u> active duty. If discharged must have at least a discharge "Under Honorable Conditions"
- 6 years of <u>combined</u> service in the Selected Reserves or National Guard. If discharged must have at least an "Honorable" discharge.
- 90 days of <u>continuous</u> active duty, called to active duty under U.S.C. Title 10. If discharged must have at least a discharge "Under Honorable Conditions"
- 181 days of <u>continuous</u> active duty during peacetime for the following periods (7/26/47 – 6/26/50 or 2/1/55 – 8/4/64 or 5/8/75 – 8/1/90)



How To Obtain A Certificate of Eligibility

- WebLGY Automated Certificate of Eligibility (ACE)
- E-Benefits
- VA Eligibility Center
- Walk-in applications
- Prior loan validation for IRRRL's



WebLGY

- WebLGY is a system located in the Veterans Information Portal (VIP). This system will eventually be the central processing site for all VA loan activity.
- Individual users must register themselves
- Shared corporate based registrations are not acceptable since the VIP will eventually require the user to change the password every 90 – 120 days



How To Register for the Veterans Information Portal

- Users who wish to register for the VIP will need both a VA lender identification number and a PIN number
- In order to process any VA loan activity, a lender must have a VA lender i.d.
- Lenders are issued a VA lender identification number by the RLC that has jurisdiction over the lender's home office location



How To Register for the Veterans Information Portal

To register for the VIP, the lender's identification number will appear as follows:

123456-00-00: Typical of a home office

123456-23-63: Typical of a branch office

The PIN number is the last 4 digits of the VA lender i.d. (as underlined above)



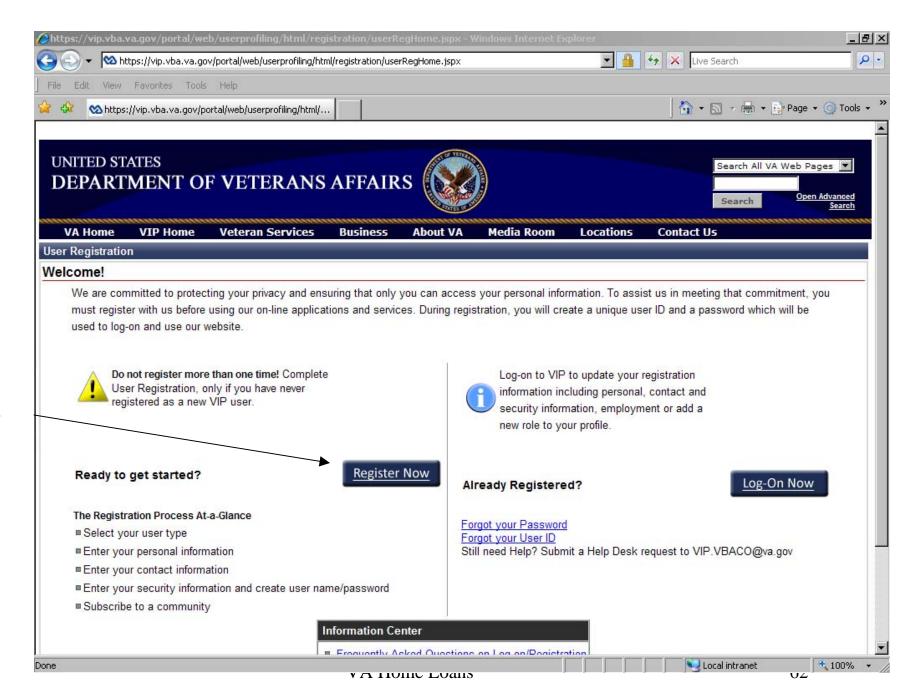
Where Does a Lender Register For the Veterans Information Portal

Portal Registration:

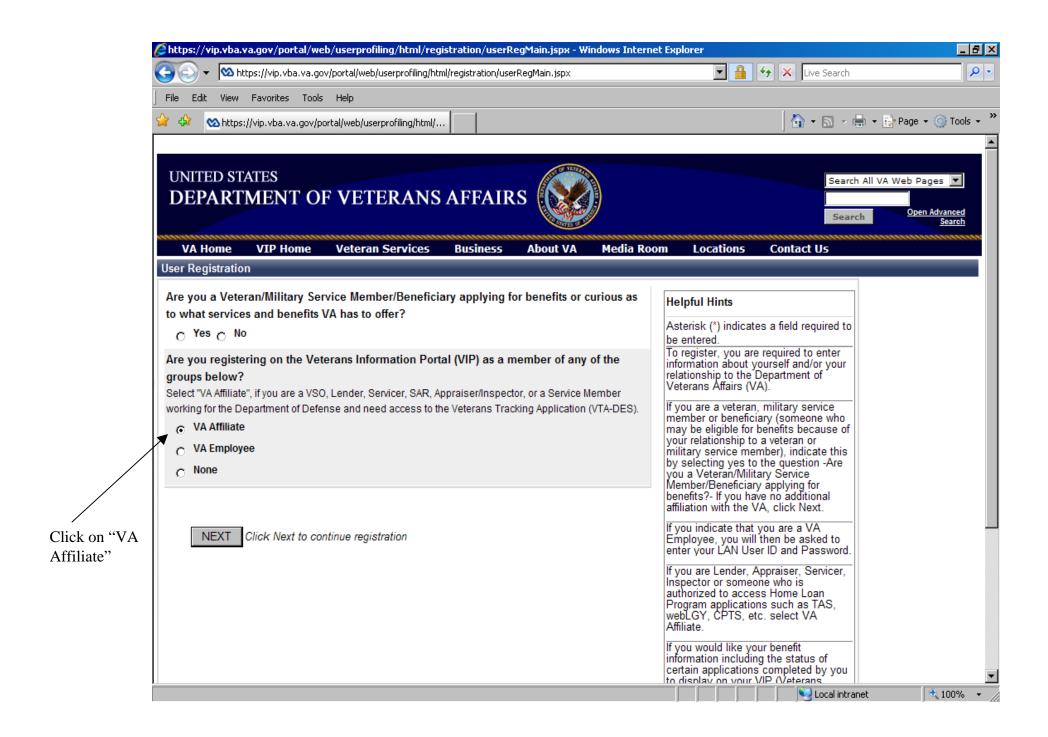
http://vip.vba.va.gov



Click on "User Registration"



Click on "Register Now"







Veterans Information Portal

- Once all remaining fields are completed, the user will click on "Submit"
- VIP will give the user a user name that typically takes the format: john.doe
- VIP will also give the user a temporary password. This password will have to be changed once the system prompts the user to do so.



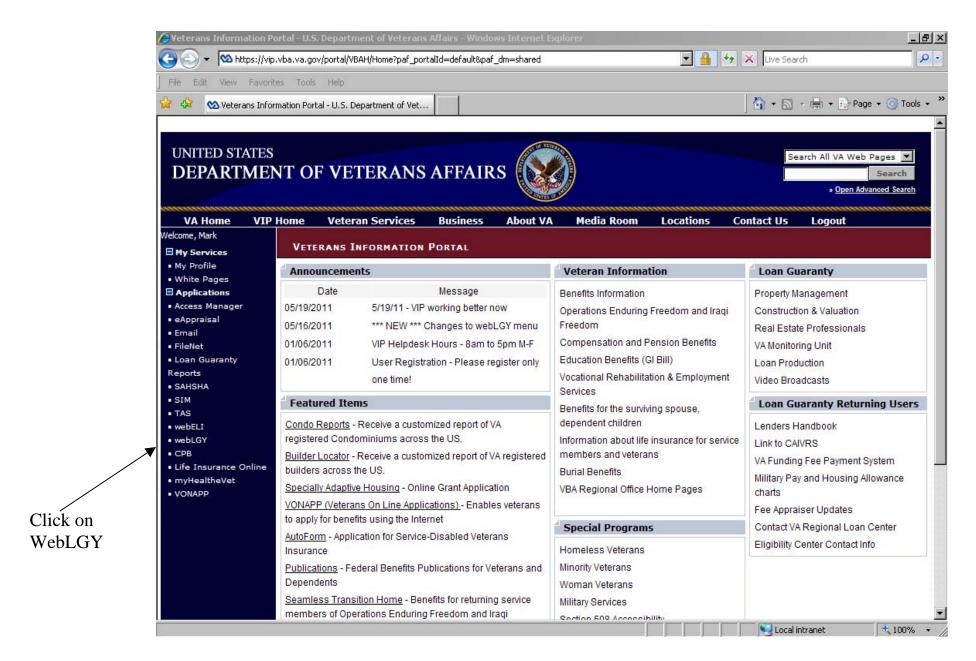
How To Obtain an Automated Certificate of Eligibility

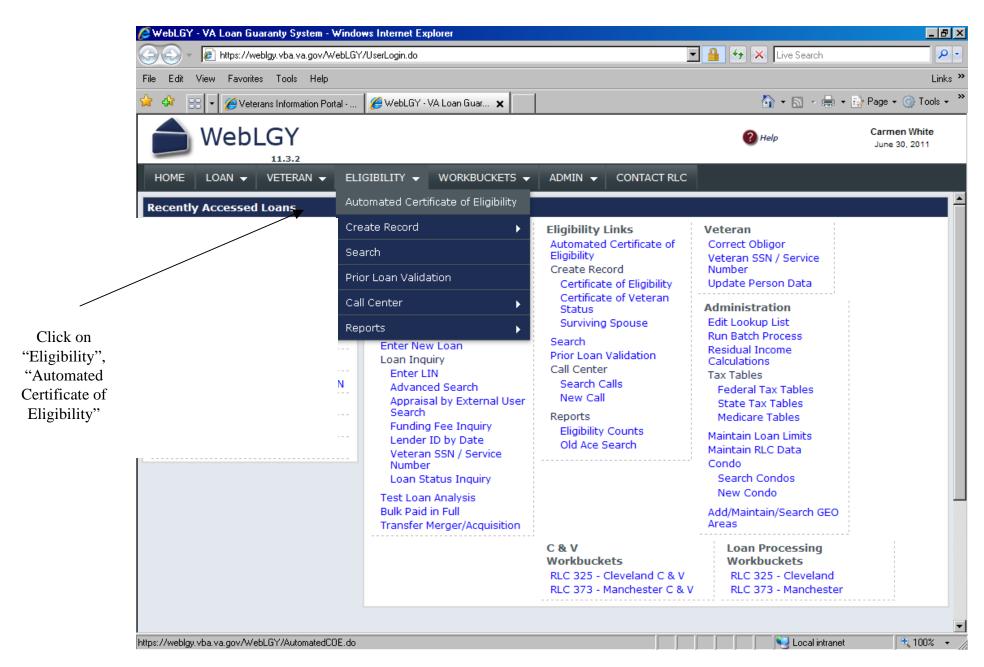
 Once the lender has a user name and password, they can login to the Veterans Information Portal

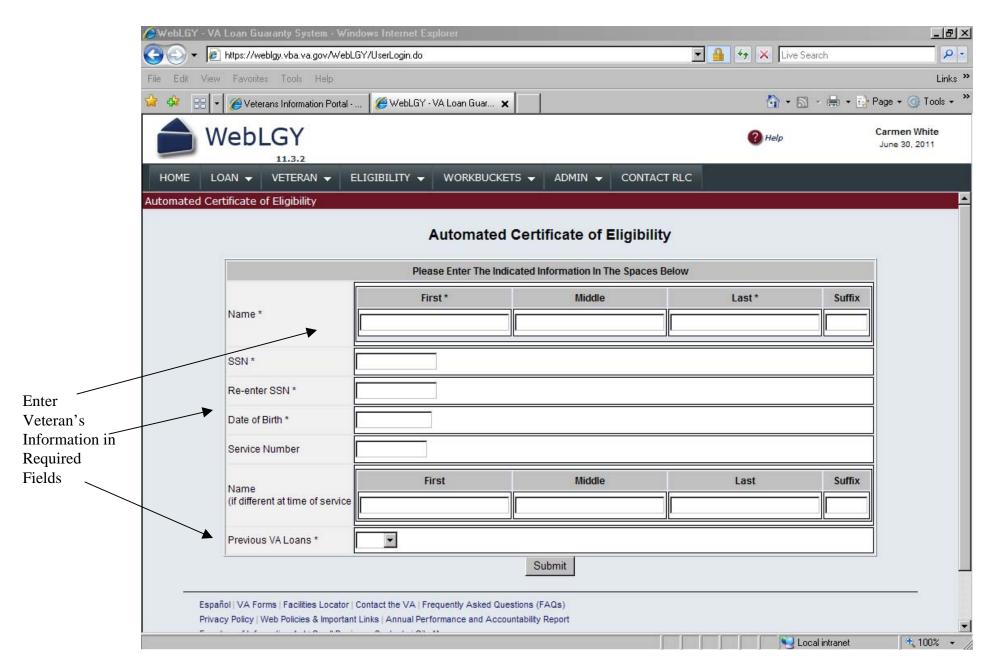
 Once they are logged in, the primary system for lenders is called WebLGY

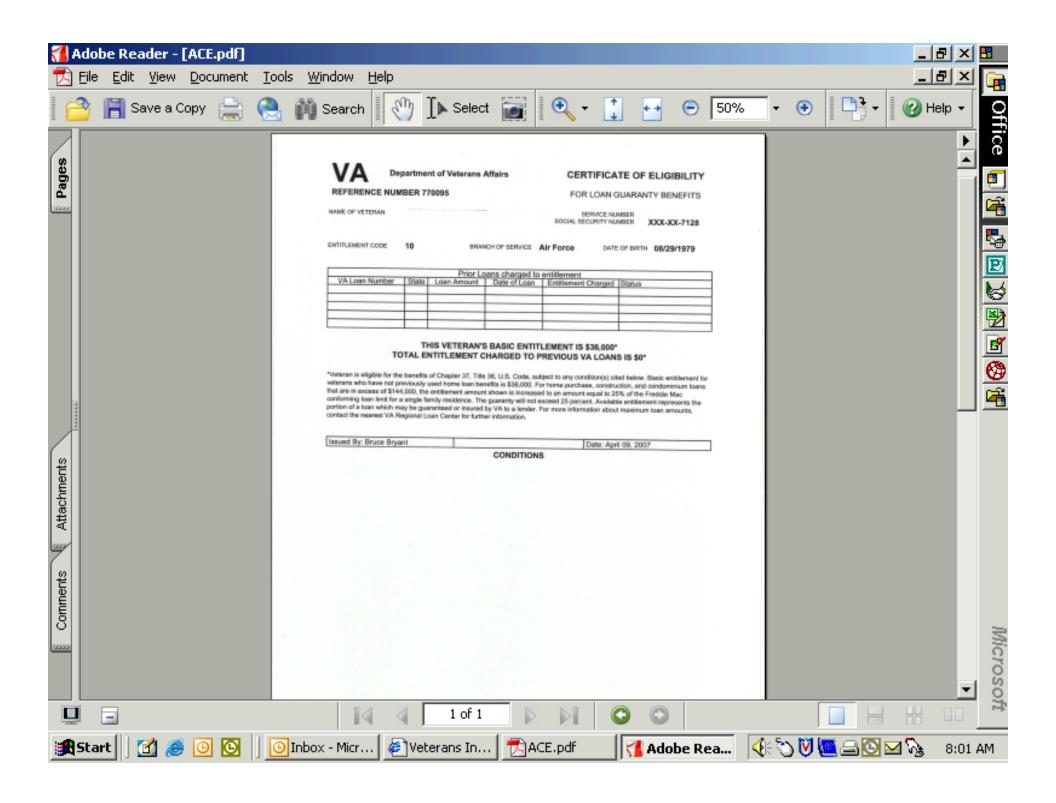


Login to the VIP using user name and temporary password





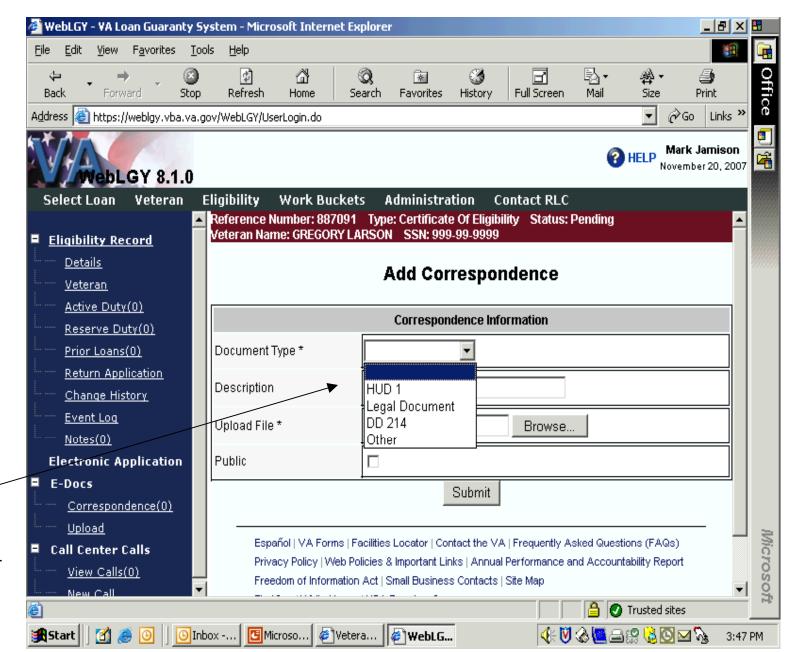






Automated Certificate of Eligibility

- If the lender is not successful using the ACE program, lenders will receive a message from ACE and a Reference number
- Lenders should obtain copy of DD214 and copy of HUD-1 (if veteran had previous VA loan)
- Lender can then scan those documents into their hard drive and then upload into WebLGY



Lenders can scan documents into their hard drive and then upload those documents to the Eligibility Center via WebLGY



Automated Certificate of Eligibility

- Once documents are uploaded into ACE, the Eligibility Center will work the case on a first in, first out basis
- Lenders should make sure to enter all necessary data in ACE (e-mail address, point of contact, etc.) so the Eligibility Center can properly notify lender if there are unresolved issues
- Once documentation is uploaded into ACE program, typical turnaround time to issue an automated certificate of eligibility is about 3 5 days



E-Benefits

- Effective March 2011 veterans can now register themselves to acquire information on a variety of VA benefits
- Information that can be obtained in E-Benefits is both general information about VA programs and personal information about the veteran
- Veterans can register for E-Benefits at:

www.ebenefits.va.gov



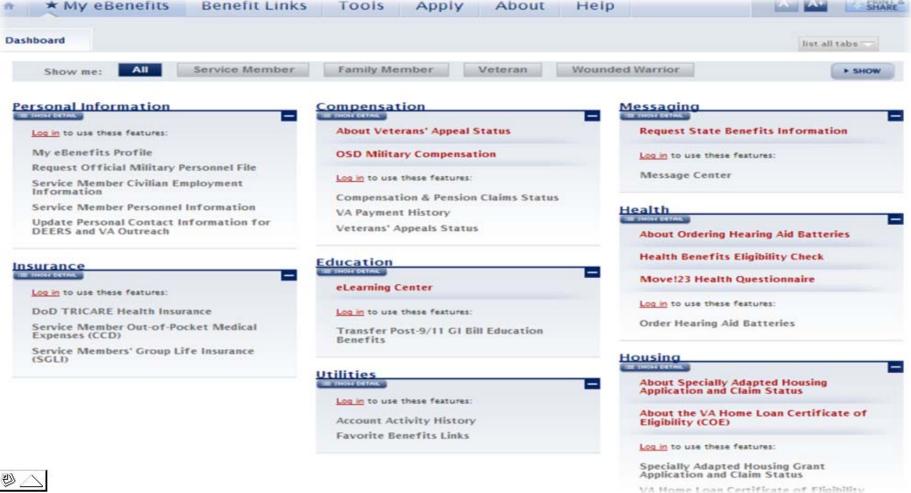
eBenefits Overview - Home Page







The My eBenefits dashboard is the gateway to DoD and VA benefits.







E-Benefits Features

- Apply and obtain a home loan certificate of eligibility
- Check status of compensation or pension claims
- View payment history of VA benefits
- Access and retrieve copies of official military personnel records
- Transfer education benefits for post 9/11 GI Bill
- Have access to mobile e-Benefits on your cell phone



Certificate of Eligibility by Mail

Provide the following information to the Eligibility Center:

- Completed VA Form 26-1880
- Copy of discharge papers Form DD214, or other national guard/reservist documentation
- If still on active duty, have military member provide a "statement of service"





VA Eligibility Center

Previously mentioned documentation should be sent to:

VA Eligibility Center
PO Box 20729
Winston-Salem, NC 27120



What is Required for Proof of Military Service?

The following documents are typically used to prove whether a service member is eligible:

- Statement of Service: physical letter or e-document from the military expressing the military service member's current enlistment
- **DD 214, Member 4 copy:** most common discharge document given to all members of the military once they've completed their term of service
- NGB 22: commonly issued by the national guard or reserves once a military service member has discharged
- Points Statement: commonly used by the national guard or reserves to account for ongoing points earned towards retirement and future benefits



Statement of Service

A typed letter on military letterhead, or an e-document from the military that expresses the active duty service member's:

- Service member's name
- Social security number
- Date of birth
- Date of entry into the military

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Form DD 214

- The formal discharge document for an active service member's tour of duty
- Issued by the Department of Defense
- VA does not store DD214's
- DD 214, Member 4 copy is the preferred copy of this document to review service member's tour of duty and character of discharge 84

CERTIFICATE OF RELEASE OR DISCHARGE FROM ACTIVE DUTY 1. NAME (Last, Froit, Middle) 2. DEPARTMENT, COMPONENT AND BRANCH NAVY-USN 1. ALE OF EATER OR RANK 4. GRADE, RATE OR RANK 5. DATE OF BIRTH ("YYYMMOD) 6. RESERVE OBLIGATION TERMINATION DATE ("YYYMMOD) 7. PLACE OF EATERY INTO ACTIVE DUTY 1. HOME OF RECORD AT TIME OF ENTRY ("CIty active	DENTIFICATION PURPOSES		SAFEGUARD				KENDEK			
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CERTIFICATE OF RELEASE OR DISCHARGE FROM ACTIVE DUTY 3. SOCIAL SECURITY NUMBER 2. DEPARTMENT, COMPONENT AND BRANCH 1. NAME (Last, First, Middle) NAVY - USN 6. RESERVE OBLIGATION TERMINATION DATE 5. DATE OF BIRTH (YYYYMMDD) b. PAY GRADE 4a. GRADE, RATE OR RANK (YYYYMMDD) N/A E4IC3 b. HOME OF RECORD AT TIME OF ENTRY (City and state, or complete address if known) 7a. PLACE OF ENTRY INTO ACTIVE DUTY b. STATION WHERE SEPARATED 8a. LAST DUTY ASSIGNMENT AND MAJOR COMMAND USS JOHN C STENNIS (CVN 74) AT SAN DIEGO, CA USS JOHN C STENNIS (CVN 74) 10. SGLI COVERAGE NONE 9. COMMAND TO WHICH TRANSFERRED AMOUNT: \$400.000.00 N/A 12. RECORD OF SERVICE YEAR(S) MONTH(S) DAY(S) 11. PRIMARY SPECIALTY (List number, title and years and months in specialty. List additional specialty numbers and titles involving periods of FEB 16 01 a, DATE ENTERED AD THIS PERIOD 09 one or more years.) JUN 06 SEPARATION DATE THIS PERIOD IC - 4787 IMPROVED FRESNEL LENS OPTICAL LANDING 05 03 21 c. NET ACTIVE SERVICE THIS PERIOD SYSTEM(IFLOLS) 02YRS, 09MOS 00 00 00 d. TOTAL PRIOR ACTIVE SERVICE 00 00 00 IC - 4728 WSN-5 INERTIAL NAVIGATION SET e, TOTAL PRIOR INACTIVE SERVICE Х 00 TECHNICIAN 04YRS, 07MOS 00 00 f. FOREIGN SERVICE Χ Χ 14 04 02g. SEA SERVICE Х Х MAY 16 02 h. EFFECTIVE DATE OF PAY GRADE 14, MILITARY EDUCATION (Course title, number of weeks, and month and 13. DECORATIONS, MEDALS, BADGES, CITATIONS AND CAMPAIGN RIBBONS AWARDED OR AUTHORIZED (All periods of service) year completed) WSN-5 SCHOOL, 5WKS, NOV01; IFLOLS/ABE "C" SCHOOL NAVY GOOD CONDUCT MEDAL, NATIONAL DEFENSE SERVICE MEDAL, ARMED FORCES EXPEDITIONARY 7WKS, SEP03. Х Χ MEDAL, SEA SERVICE DEPLOYMENT RIBBON(2), Χ Χ Х GLOBAL WAR ON TERRORISM EXPEDITIONARY MEDAL. Χ GLOBAL WAR ON TERRORISM SERVICE MEDAL. Χ Х Χ Χ Х

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DD214 U.S.C. Title 10

- Same format as all other DD 214's
- Issued to service members who were involuntarily called to active duty during a time of war or national interest
- Narrative section should state reason for call-up
- Only 90 days active duty and honorable discharge required to be eligible

File Edit View Page Tools Window Help

CERTIFICATE OF RELEASE OR DISCHARGE FROM ACTIVE DUTY 1. NAME (Liber, First, Middle) 2. DEPARTMENT, COMPONENT AND BRANCH USMC-KM 4a. GRADE, RATE OR RANK LCPL 5. DATE OF BIRTH PYTYMMODI 19810628 6. RESERVE OBLIGATION TERMS 19810628 6. HESERVE OBLIGATION TERMS 19810628 7a. PLACE OF ENTRY INTO ACTIVE DUTY Defiance, OH 43512 6. HOME OF RECORD AT TIME OF ENTRY ICITY and state, or complete a periodic of the second of	RUC: 852: GE NO. 100 DAY: 100								
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National Guard / Reservist Points Statement

- Typically available from the national guard/reservist member's command post
- Most state's adjutant general's office in charge of storing document
- Must show 6 years of accumulating active or inactive duty points
- 6 years does not have to be consecutive years
- 6 years can be made up from various states' national guard/reservist duty
- Veteran needs to fulfill the full 6 years

U.S. ARMY RESERVE PERSONNEL COMMAND 1 RESERVE WAY ST. LOUIS, MO 63132-5200

CHRONOLOGICAL STATEMENT OF RETIREMENT POINTS

REPLY TO ARPC-PSR

06 MAY 2009

SOCIAL SECURITY NUMBER

Points shown below are a recapitulation of retirement credits as received by this Command. If there are errors or omissions, please return a copy of the detail points listing (on reverse) with your request for correction. Include copies of pay vouchers, record of attendance and correspondence course completions to substantiate your request for correction.

	REASON FOR SSUANCE Requested DATE OF GRADE SSG PEBD 1995110											
	BEGINNING DATE YR MO DAY	2. ENDING DATE YR MO DAY	3. MILITARY PERSONNEL CLASS	4. STATUS OR COMPONENT	5. INACTIVE DUTY POINTS	6.	EXTENSION COURSE POINTS	7.	MEMBER- SHIP POINTS	8. ACTIVE DUTY POINTS	9. QUALIFYING FOR RETIREMENT YRS MOS DAYS	10. TOTAL POINTS CREDITABLE
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ŀ	1100p Flogran					-				TOTAL	12 01 04	2022
l	For information on retirement points, 20-year letters, and RC-SBP see our Web Page at https://www.hrc.army.mil											

ARPC Form 249-E, Aug 03 (Prior editions are obsolete.) Pg 1 of 2



National Guard / Reservist NGB 22

 NGB 22 is final discharge document issued by Dept. of Defense for national guard members

Must have served 6 years with an honorable discharge

No points statement required



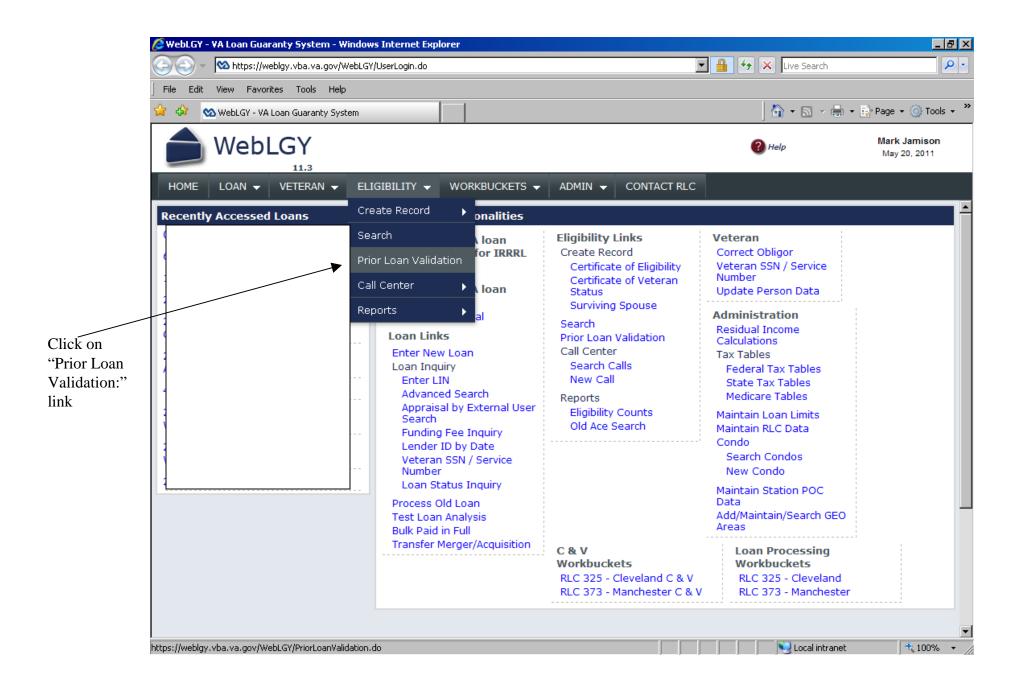
Walk-In Certificates of Eligibility

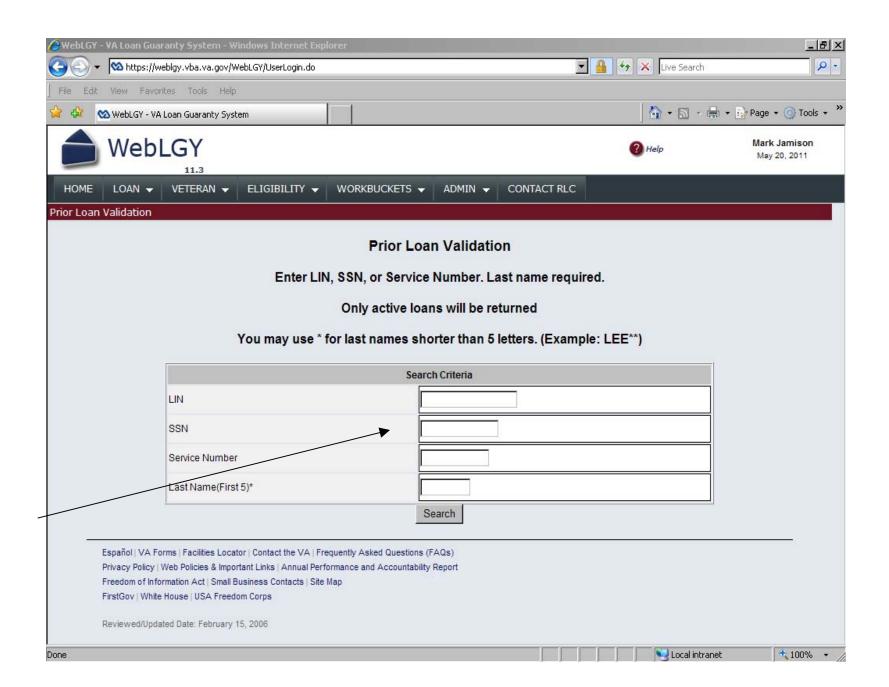
- Regional Offices no longer issuing COE's due to the inception of the ACE program
- Primary responsibility for issuance of a COE is the Eligibility Center
- RLC's will accept walk-in customers typically from 8:00 am – 4:30 pm
- Please make sure veteran has proper documentation and personal identification to get into federal facility
- Please do not make veteran drive 100 miles to an RLC (COE should have been issued prior to closing date being arranged)



Eligibility Determination for an IRRRL

- Lenders do not need a COE for an IRRRL
- WebLGY issues what is called "Prior Loan Validation". Link is located in drop down menu for Eligibility.
- Screen printout from information obtained under Prior Loan Validation takes the place of the COE
- DO NOT order a VA appraisal if your company requires an appraisal for an IRRRL
- WebLGY will not issue new VA loan number if veteran does not have an open, active VA loan





Fill In Required Fields





Prior Loan Validation Enter LIN, SSN, or Service Number. Last name required. Only active loans will be returned You may use * for last names shorter than 5 letters. (Example: LEE**) Search Criteria LIN 25-25-2-05 Senvice Number Last Name(First 5)* ARWOO Search Search	HOME LOA	N → VETERAN →	ELIGIBILITY ▼ W	ORKBUCKETS	S → ADMIN →	CONTACT RLC							
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Surviving Spouse Eligibility

- Some un-remarried surviving spouses are eligible for the VA home loan benefit
- Just because veteran died, benefit does not automatically transfer to spouse
- Veteran's death must have been caused by injuries sustained while on active duty
- Injuries could have been immediate or they could have resulted in physical disability that ultimately led to veteran's death many years later
- Determination cannot be done in ACE
- Must send Eligibility Center VA Form 26-1817
- Determination could take 4 6 weeks (do not process VA loan until you have actual COE)
- Entitlement code would always be '6' if spouse was deemed eligible



Restoration of Entitlement

- VA loan can be used more than once
- Full restoration of entitlement requires payoff of existing VA loan <u>and</u> transfer of title
- Veteran must obtain new COE
- Entitlement code for restoration would always be '5'
- In order to obtain, send the following documents to the Eligibility Center:
 - * Fully completed VA Form 26-1880
 - Proof of discharge, points statement or statement of service
 - * Proof of payoff/transfer of title (HUD-1)



Restoration of Entitlement – Back-to-Back Closings

- Lenders do not have to wait for new COE if veteran is selling an existing home guaranteed by VA loan
- Send documentation to RLC after closing on new VA loan:
 - * Modified guaranty loan package
 - * HUD-1 from previous home guaranteed by VA
 - * Signed VA Form 26-1880 from veteran
 - * DD 214 or other military documentation regarding service time and discharge



One Time Restoration

- If veteran no longer has a VA loan, but still owns the same home, veteran can obtain a one time restoration
- Veteran must certify they will occupy house to be guaranteed by new VA loan
- Veteran needs to complete VA Form 26-1880 and document that they still own home
- Typical discharge documentation and 26-1880 must be sent to Eligibility Center



VA Entitlement Codes

VA Entitlement Codes:

- 01 World War II
- 02 Korean War
- 03 Post-Korean
- 04 Vietnam War
- 05 Entitlement Restored
- 06 Unremarried Surviving Spouse
- 07 Spouse of POW/MIA
- 08 Post-World War II
- 09 Post-Vietnam
- 10 Persian Gulf War
- 11 Selected Reserve

Getting Started

Documentation Required to Initiate a VA Home Loan





Regulatory and VA Forms To Get VA Loan Started

The following documents should be obtained and forms signed by the veteran at application stage:

- ✓ An original or ACE Certificate of Eligibility
- A signed, purchase contract with escape clause
- Uniform Residential Loan Application (Freddie Mac Form 65 / Fannie Mae Form 1003 is acceptable)
- ✓ VA Form 26-1802a, HUD/VA Addendum to URLA
- ✓ Tri-merged credit report or residential mortgage credit report
- ✓ Escape Clause
- ✓ Good Faith Estimate
- Equal Credit Opportunity Certification



Regulatory and VA Forms To Get VA Loan Started (cont.)

- General verification authorization form
- ✓ VA Form 26-8497, Request for VOE
- ✓ VA Form 26-8497a, Request for VOD
- ✓ Funding Fee Exemption Questionnaire
- ✓ VA Form 26-8937, Verification of VA Benefits
- Counseling Checklist for Military Homebuyers (only if on active duty)



Alternative Verification Documents

Formal discussion about alternative verification forms will be in Chapter 6. These include:

- Paycheck stubs (covering past 1 full month)
- ✓ Bank and investment statement (past 2 months)
- ✓ W-2's (past 2 years)
- ✓ Signed Tax Forms (past 2 years)
- Verbal verification of employment (date of hire, position and probability of continued employment)



Additional Documentation To Complete VA Loan File

There will be additional documents that need to be completed by the lender throughout the origination process. These will be discussed later in this training. Those documents include:

- ✓ Notice of Value
- ✓ VA Form 26-6393, Loan Analysis
- ✓ VA Form 26-1820, Certification of Loan Disbursement
- ✓ VA Form 26-0286, Loan Summary Sheet
- Specific Power of Attorney (if an Attorney-in-Fact is being used)
- ✓ HUD-1 Settlement Statement
- ✓ VA Funding Fee Receipt
- Automated Underwriting System Feedback Certificate and Documentation Certificate
- ✓ Divorce Decree
- ✓ Others... VA Home Loans 107

VA Appraisals





VA Appraisals

Cleveland RLC Appraisal Mailbox:

325cnv@vba.va.gov

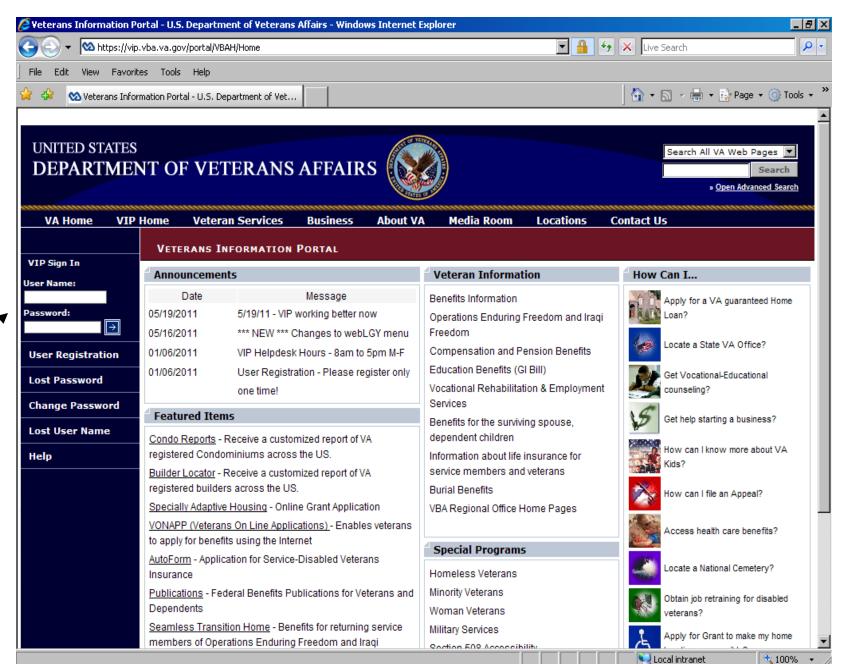
This e-mail box should only be used for appraisal inquiries



VA Appraisals

- Lenders must obtain a VA appraisal assignment through VA's WebLGY system
- Lenders cannot appraiser "shop" until they get an appraiser that they prefer
- By law, VA is required to maintain an appraiser panel to evaluate property values for a VA home loan
- Problem appraisers need to be dealt with. It is the lender's responsibility to identify problem appraisers by providing documented evidence of the problems experienced.
- The Cleveland RLC is aggressively monitoring appraiser quality and timeliness. Several appraisers have been removed in the past 24 VA Home Loans 110 months.

How To Order A VA Appraisal



Enter User Name and Password in the VIP



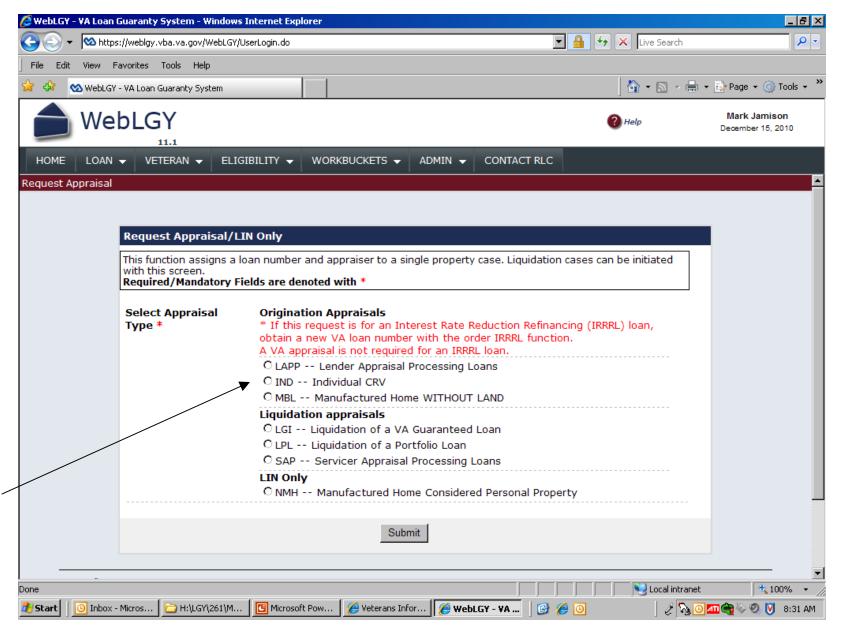
Click on

WebLGY

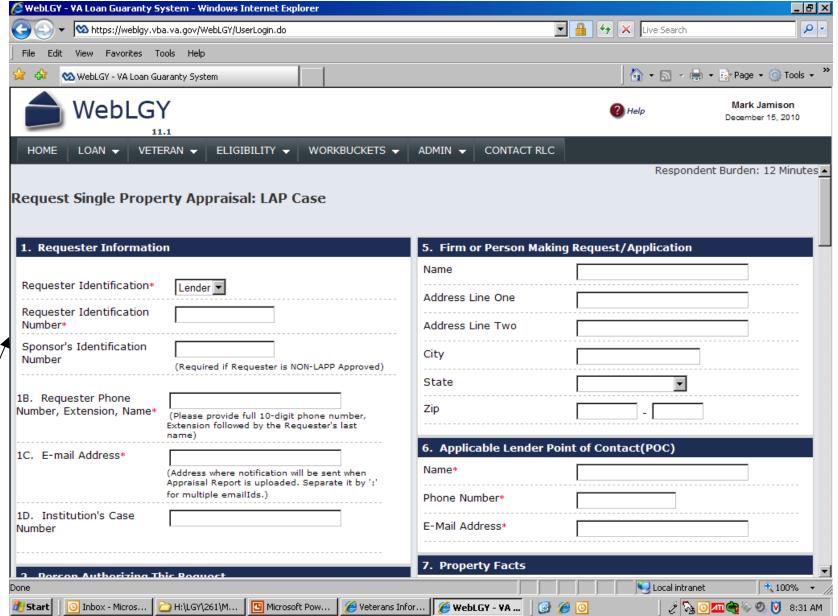
100%

Local intranet

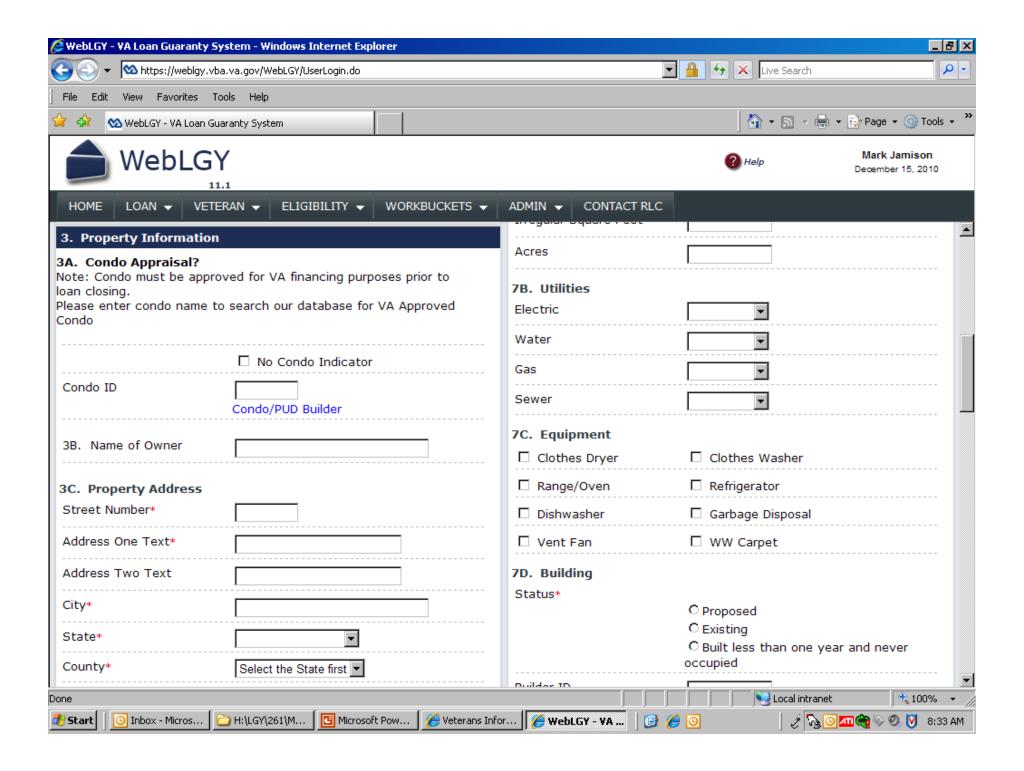


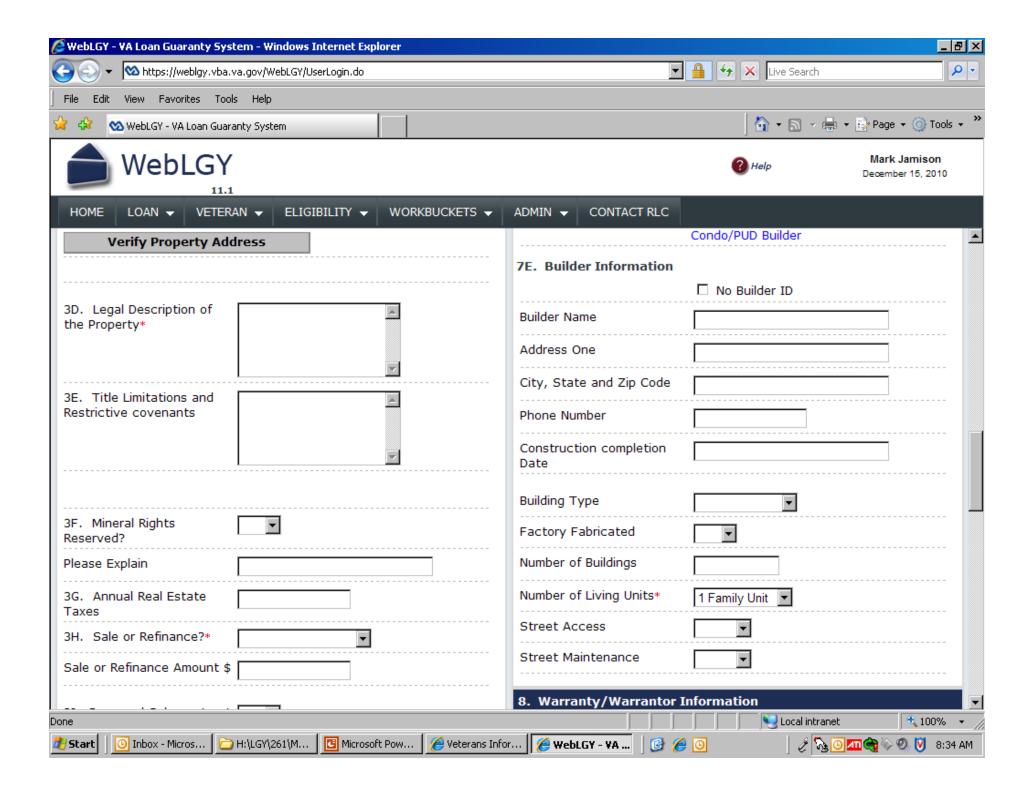


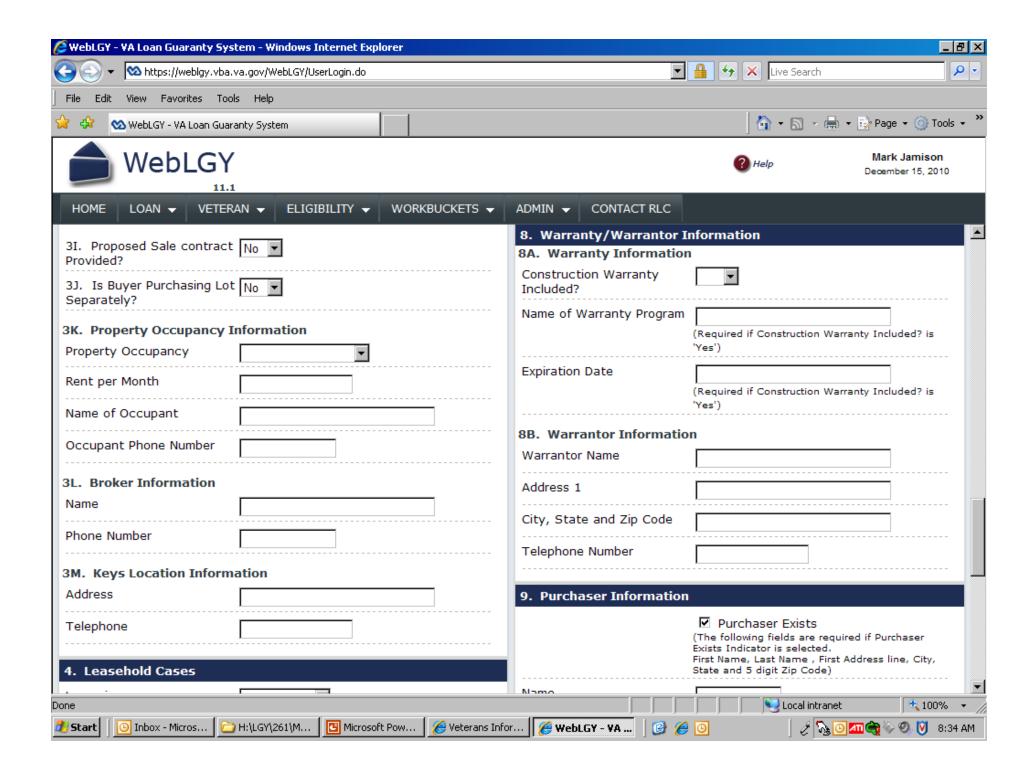
Click on LAPP if the lender has authority to review VA appraisals. Click on IND if VA needs to review appraisal.

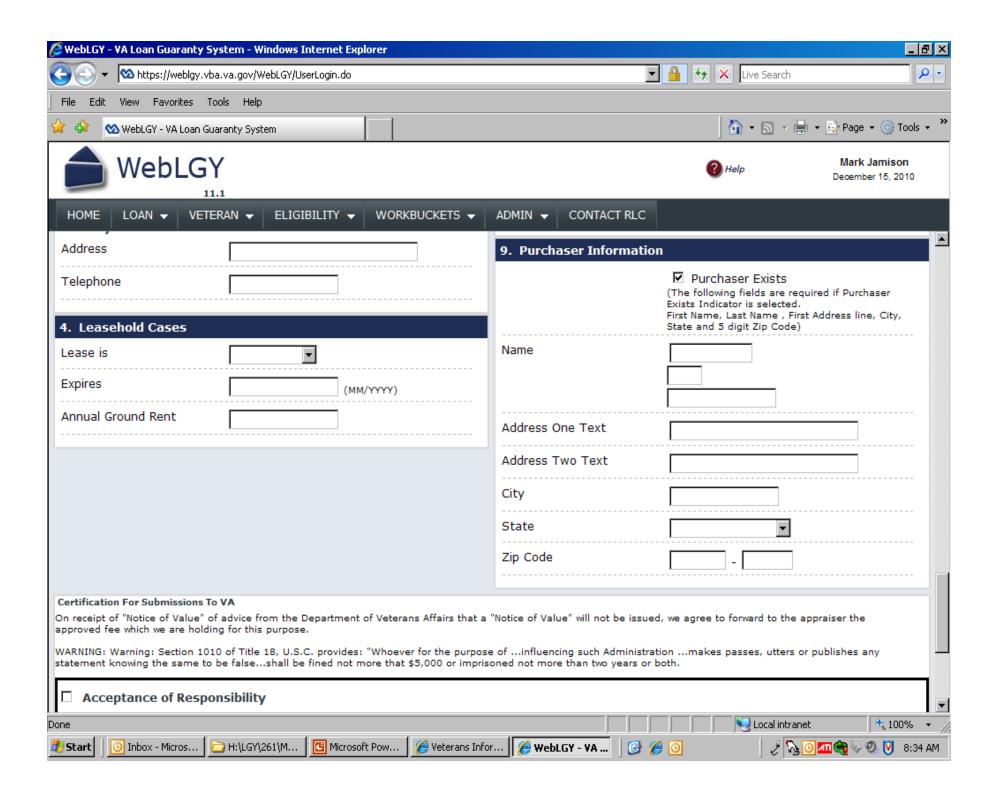


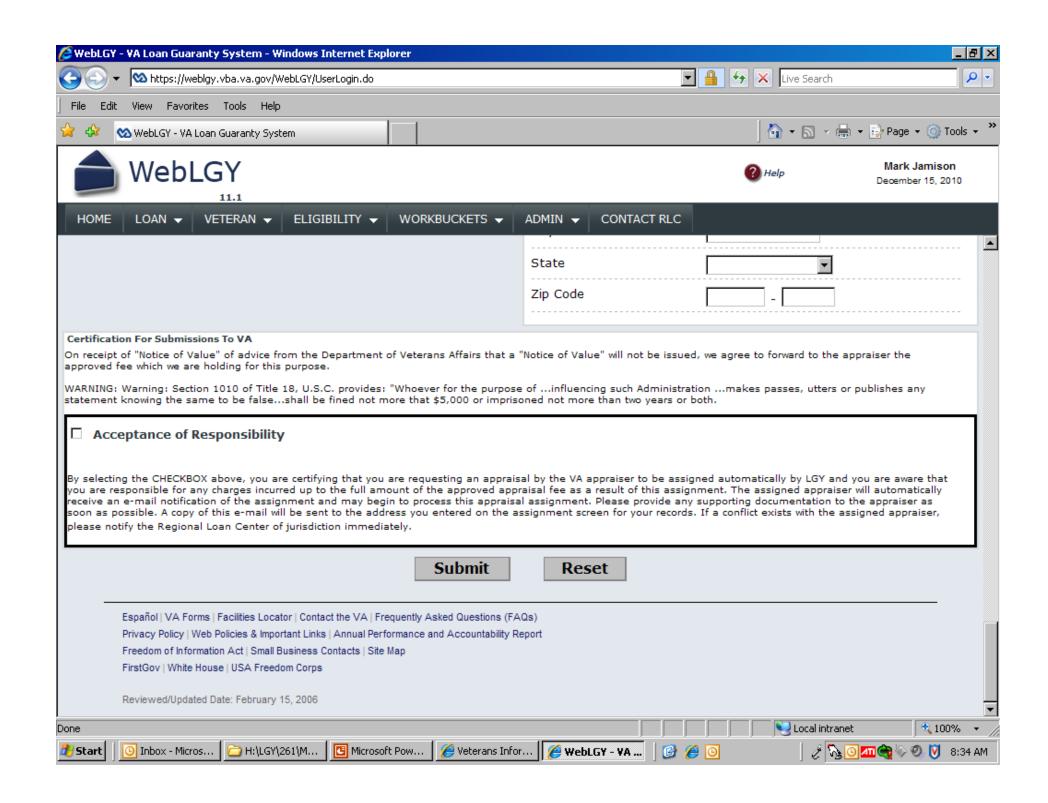
Complete all mandatory data fields denoted by a red asterisk







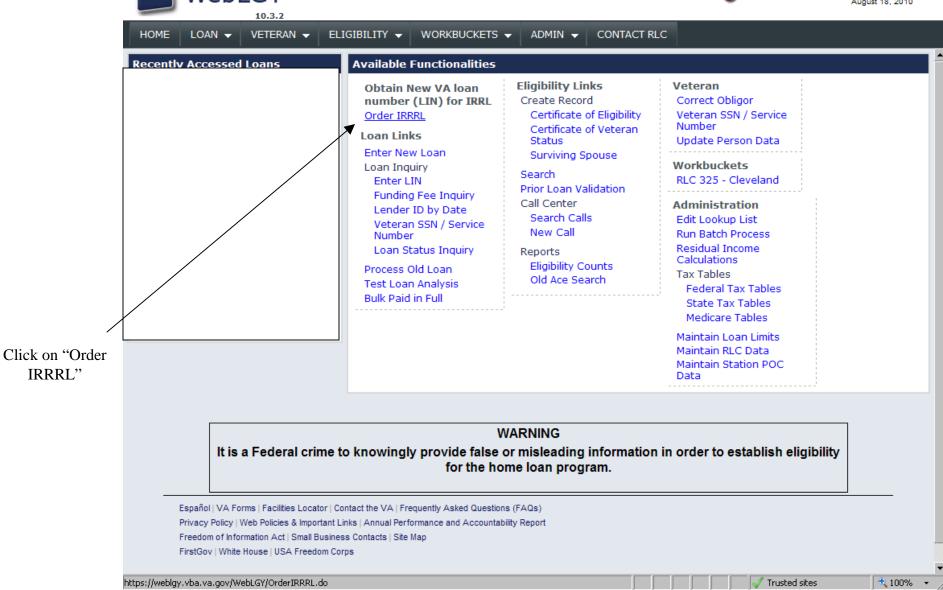




How To Order A VA IRRRL Loan Number

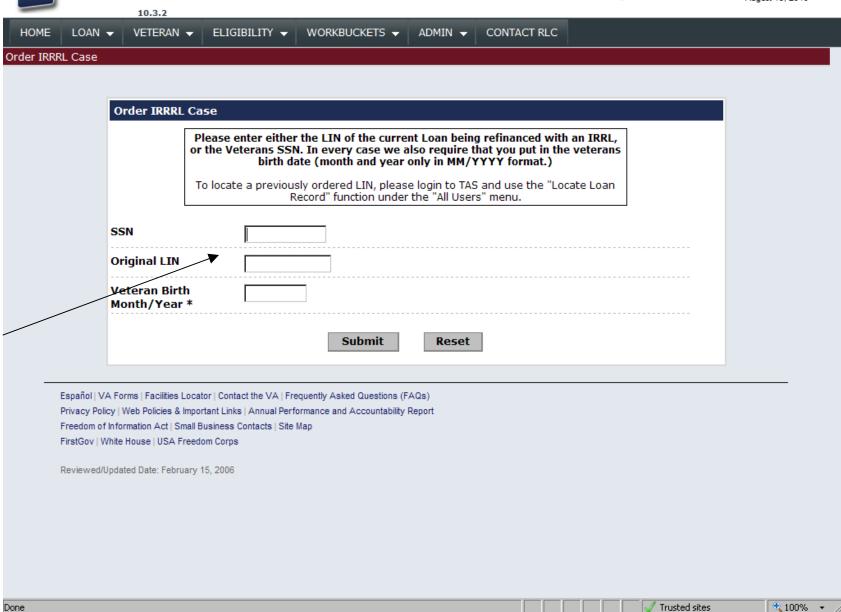








Complete Required Fields







10.3.2 HOME VETERAN ▼ CONTACT RLC LOAN -ELIGIBILITY ▼ WORKBUCKETS ▼ ADMIN ▼ **Veteran Name MARVIN HALL Property Address Number / Street** 2224 CROCUS STREET City PORTAGE Indiana State **ZIP** 46368 -County PORTER Requester Information **Original LIN** 26-26-6-0652314 Requester Lender Identification **Indicator Lender ID Other Requester** ID Sponsor Lender ID Requester Name * Requester Phone **Requester Phone** Extension







HOME LOAN ▼ VETERAN ▼ ELIGIBILITY ▼ WORKBUCKETS ▼ ADMIN ▼ CONTACT RLC

Order IRRRL Case

IRRRL Ordered Successfully

IRRRL loan Information	
New IRRRL LIN	26-26-6-(
Original LIN	26-26-6-065
Veteran Name	
Property Address	PORTAGE , Indiana 46368
County	PORTER
Requester Identification Indicator	Lender
Lender ID	5655250000
Other Requester ID	
Sponsor Lender ID	
Requester Name	MARK
Requester Phone	(800)729-5772
Requester Phone Extension	
	Order New IRRRL



Lender Appraisal Processing Program (LAPP)

- LAPP allows lenders with automatic authority to review VA appraisals and issue a VA Notice of Value (NOV)
- The designation for the individuals approved to issue LAPP NOV's is called a Staff Appraisal Reviewer (SAR)
- Approximately 94% of all NOV's are issued under the LAPP program



LAPP Property Eligibility

Eligible Properties

- Existing Single Family Homes
- VA Approved Condominiums and Townhouses
- New Construction
- Proposed / Under Construction
- Manufactured Homes

Ineligible Properties

- Master Appraisals of Planned Unit Developments
- Partial Releases of Security
- HUD Appraisal Conversion



Role Of The Staff Appraisal Reviewer (SAR)

- Issues the Notice of Value on behalf of automatic lenders
- Verifies whether VA appraiser's Uniform Residential Appraisal Report is completed properly
- Reviews appraiser's methodology
- Ensures a sales approach was used unless property has more than 1 unit (income approach)
- Ensures that comparables are timely
- Verifies compliance with VA and USPAP guidelines





Role Of The Staff Appraisal Reviewer (SAR)

- Ensures appraisal is done timely
- Reviews sales/financing incentives are accounted for in appraised value
- Ensures that VA appraiser is not just accommodating purchase price
- Mandates required photographs of subject home and comparables
- Ensures that comparables are of like consistency (comparing a ranch style home to other ranch style homes, etc.)



Who Can Become A Staff Appraisal Reviewer (SAR)?

- Must be a full time employee of the company
- Must have at least 3 years experience involving the review of appraisals or credit underwriting
- Must be knowledgeable of appraisal techniques, realty practices, collecting real estate data and recognition of deviations from uniform appraisal requirements
- 3 years' HUD Direct Endorsement appraisal reviewer experience satisfies requirement
- Must take VA Central Office mandated LAPP training at one of the annual VA training sites, or obtain training from a VA Central Office approved "Super SAR"

VA Home Loans



How To Become A Staff Appraisal Reviewer (SAR)

Send resume, LAPP application and \$100 check payable to Department of Veterans Affairs to:

Department of Veterans Affairs
Administrative and Loan Accounting Center (105/241A)
Attn. Agent Cashier
1615 Woodward Street
Austin, TX 78772-0001

LAPP application and requirements can be found in VA Pamphlet 26-7, Chapter 15.



The Notice of Value (NOV)

- After the COE, this is the most important document in VA file
- Mandatory for all VA loans except IRRRL's
- Any proposed change to appraised value must be reviewed by RLC
- Notice of Value is good for 6 months (extensions only in rare instances)
- An extension to NOV expiration date must be done by RLC
- Maximum loan is the <u>lesser</u> of the purchase price or value provided on NOV
- SAR is mandated to send a copy of NOV to veteran within 5 days of receipt of appraisal
- All NOV's must be issued through WebLGY

Æ Print	NOY - Windows Internet Explorer	
LENDER'S NOTICE OF VALUE		
	LENDER LOAN NO: VA CASE NO: 25-25-6- APPRAISAL REVIEWER: PROPERTY ADDRESS: VERCREEK, OH 45432	
On 06	MS. : bove property has been appraised by a fee appraiser assigned by the VA Regional Loan Center in CLEVELAND, OH. 1/12/2009, our VA-authorized appraisal reviewer personally reviewed the fee appraiser's report and determined the property's estimated reasonable value to be 1000. The maximum repayment period for a loan to purchase this property is 30 years.	
VA no of the	A appraisal was made to determine the reasonable value of the property for loan purposes. It must not be considered a building inspection. Neither or the lender can guarantee that the home will be satisfactory to you in all respects or that all equipment will operate properly. A thorough inspection property by you or a reputable inspection firm may help minimize any problems that could arise after loan closing. In an existing home, particular tion should be given to plumbing, heating, electrical and roofing components.	
REME	MBER: VA GUARANTEES THE LOAN, NOT THE CONDITION OF THE PROPERTY.	
(x)	1. ENERGY CONSERVATION IMPROVEMENTS. You may wish to contact the utility company or a reputable firm for a home energy audit to identify needed energy efficiency improvements to this previously occupied property. Lenders may increase the loan amount to allow buyers to make energy efficiency improvements such as: Solar or conventional heating/cooling systems, water heaters, insulation, weather-stripping/caulking and storm windows/doors. Other energy-related improvements may also be considered. The mortgage may be increased by up to \$3,000 based solely on documented costs; or up to \$6,000 provided the increase in monthly mortgage payment does not exceed the likely reduction in monthly utility costs; or more than \$6,000 subject to a value determination by VA.	
100	2. WOOD-DESTROYING INSECT INFORMATION	
(x)	a. Inspection Report (Existing Construction). The property must be inspected at no cost to you by a qualified pest control operator using Form NPMA-33, or other form acceptable to VA. Any reported infestation or structural damage affecting the value of the property must be corrected to VA's satisfaction prior to loan settlement. You must acknowledge receipt of a copy of the inspection report in the space provided on the form. b. Soil Treatment Guarantee (Proposed or Under Construction). A properly completed Form NPCA-99a is required. If the soil is treated with a termiticide, a	
# Start	t Dinbox - M C:\Docu Training Set Veterans Set WebLGY A TAS, The Print NO Description of the No	



Builder Registration

- All VA new construction or proposed construction less than 1 year old / never occupied requires a VA registered builder
- Registration documents can be faxed to: (216) 522-3108
- Required registration documents:
 - * Builder Information and Certification (Sample can be found in VA Pamphlet 26-7, Chapter 10, Figure 1)
 - * VA Form 26-421 (Equal Employment Opportunity Certification)
 - * VA Form 26-8791 (VA Affirmative Marketing Certification)





PUD / Condo Issues

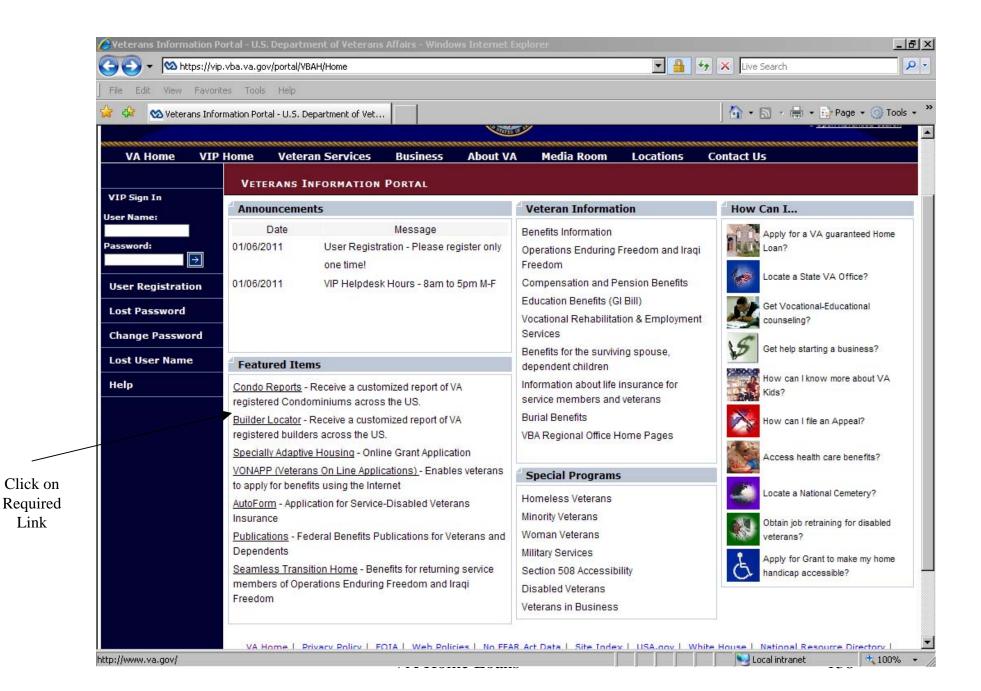
- Planned Unit Developmments (PUD's) do not need to be approved anymore
- Condominiums and townhouses must either be approved by VA or have a HUD approval date prior to December 7, 2009
- VA does not allow "site" condominiums (typical in Michigan)
- Whole condo/townhouse development has to be approved
- If development was approved, make sure the Phase where property is located was approved
- HOA fees must be subordinate to VA's first mortgage in all instances (including to obtain sheriff's deed)

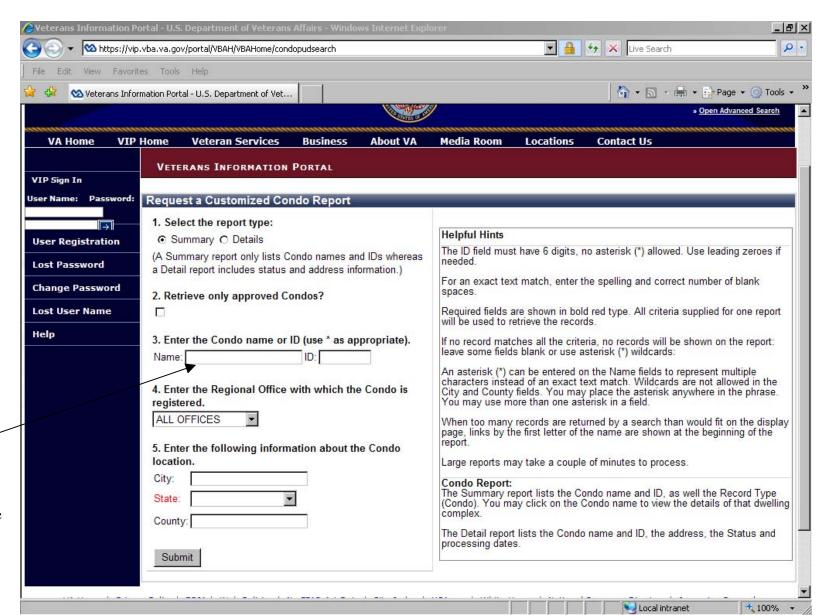


Approved Condo/Pud/Builders

A list of approved VA condominiums, townhouses, PUD's and Builders can be obtained at:

https://vip.vba.va.gov





A Suggested Search Hint Is To Put The First 3 Letters Of The Condo Development And Two Asterisks (**)

Search Engine Will Find All Approved Condos That Start With Those Letters



Manufactured Homes

- Must meet VA's minimum property standards of safe, sanitary and sound
- Single wide or double wide acceptable
- Must be permanently affixed to a foundation (no mobile homes in rental parks)
- Must have be accompanied with a foundation plan
- Must be recorded as real estate with a deed (not with Bureau of Motor Vehicles)
- VA does not require manufactured home identification plate on home





Appraiser Expectations

- Appraisers must never charge more than the allowable appraisal fee as approved by VA
- If VA appraiser does charge more, SAR is expected to notify VA and remit only allowable appraisal fee as payment
- VA appraisers can not charge for the appraisal prior to providing the Uniform Residential Appraisal Report (URAR)
- Appraisers are expected to submit VA appraisal report within normal conventional loan timeframes (approx. 5 7 days)
- VA appraisers are not home inspectors. VA recommends that veterans obtain and pay for a private home inspection.
- SAR's are required to notify VA RLC of problem appraisers (with supporting documentation)
- Appraiser must always enter proposed home (drive-by appraisals never acceptable)



Issues Noted By VA Appraisers

- Lenders not properly documenting VA Form 26-1805 with point of contact of person who will be paying appraisal fee
- Lenders not paying appraisers within 30 days of being invoiced
- SAR's questioning appraiser logic without having experience in certain markets



Construction and Valuation (C&V) Questions – Cleveland RLC

• Telephone: (800) 729-5772, option #2

• Fax: (216) 522-3108

E-mail: 325cnv@vba.va.gov

 Please contact C&V directly with appraisal, builder, PUD or condominium questions. <u>Do not</u> call Loan Production (option #4)

VA Funding Fees





Funding Fee Basics

- Funding fee can always be rolled into 100% financing (unless loan is at maximum conforming loan limit)
- Funding fee is amortized over life of loan (minimizes monthly impact versus PMI)
- No refund given if initial VA loan is paid off in the first year (unlike FHA loans that pre-pay first year's mortgage insurance)
- Funding fees are used to cover liquidation losses to VA
- Not all veterans owe a funding fee





Funding Fee Basics (cont.)

- Funding fee can be reduced with a 5% or 10% down payment
- Land equity for new construction can be used to reduce funding fee provided it accounts for at least 5% or 10% of equity
- Borrowed funds can be used to reduce funding fee (must account for borrowed funds in debt ratio)
- Funds used to make up the difference between appraisal and loan amount <u>can</u> be used to reduce the funding fee
- Funding fee may be tax deductible



Which Veterans Are Exempt From A VA Funding Fee?

The following veterans are exempt from paying a funding fee:

- Veterans receiving at least 10% <u>VA compensation</u> for serviceconnected disabilities
- Veterans who would be entitled to receive VA compensation for service-connected disabilities if they did not receive retirement pay from the military
- Veterans who are rated by VA as eligible to receive compensation as a result of a pre-discharge disability examination and rating
- Veterans entitled to receive VA compensation, but who are not presently in receipt because they are on active duty
- Surviving spouses of veterans who died as a result of serviceconnected disabilities or who died in combat



How To Determine Exempt Status

- Lenders should inquire with veterans as to their VA exempt status
- This "Funding Fee Exemption Questionnaire" form is typically on corporate letterhead
- The questionnaire form must ask the veteran 4 questions





Debt Questionnaire Format

- Are you currently receiving VA disability payments?
- Have you received VA disability payments in the past, but had those benefits discontinued because of active duty service?
- Would you be receiving VA disability payments if you did not receive retired pay
- Are you a surviving spouse of a veteran who died on active duty or as a result of a service-connected disability
- Have you filed a claim for VA disability benefits prior to discharge from active duty service



VA Form 26-8937 - Verification of VA Benefit

- If veteran answered "yes" to any question send VA Form 26-8937 to VA
- Send to RLC that has jurisdiction over property (fax number for each RLC in training binder Appendix C)
- If the veteran answered "No" to all of the questions, you do not need to send VA Form 26-8937 to VA
- For all properties within the jurisdiction of the Cleveland RLC, if you send in VA Form 26-8937 and the veteran is not exempt, you will not received a signed VA Form 26-8937 back from our office

Empired ed Hunder, 3 mondes

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W	Department	of Veter	ans Affair

VERIFICATION OF VA BENEFITS

PRIVACY ACT NOTICE. The VA will not decline information collected on this form to my source other than what has been authorized under the Privacy Act of TVM or Title 5, Code of an individual brandle for refusing to provide his or her SSN unless the destinance of the SSN is required by a Pederal Statute of law in offset prior to Issuany 1, 1975, and still in offset.

TO: NAME AND ADDRESS OF LENDER (Complete making address including ZIP Code		INSTRUCTIONS TO LENDER				
	Complete	this firm CNLY if the				
		velenanie	Process of			
		• 100	maniving VA disability payments, or			
		· luc	received VA disability payments, or			
			sid receive VA deathfully payments but receipt of retired pay, or			
			serviving spream of a return who ded on			
		· i	tow dialy or an a result of a			
			vice convented dealedly			
		* 144	Shell's claim for V.A. disability benefits prior timberge from entire duty service			
			and a series of the series			
			Benn I though 10. Send the completed form to			
		One approx	prints VA Regional Lonn Center where it will be			
		processor	I and returned to the Lender. The completed forms retained as part of the bushe's loan origination.			
		parkage	reason a part is the sense t can organize			
1. NAME OF VETERAN (Fins, niddle, last)	2. CURRENT ADD	RESS OF VETER	Ni.			
	1					
3. DATE OF BIRTH	1					
4. VA CLAM FOLDER NUMBER (C-FIM No., If known) 5. SOCIAL SECURITY NUM	BER	SERVICE NUMB	ER (if different from Social Security Number)			
	I					
7. THEREBY CERTIFY THAT I DO DO NOT have a VA benefit-rela	sted indebtedness	to my knowledg	I suthorize VA to furnish			
the information listed below.						
8. I HEREBY CERTIFY THAT I HAVE AVE NOT find a claim for V	A describing benefit	a prior to discha	ge from active duty sentice			
(I am presently still on active duty.)						
9. SIGNATURE OF VETERAN			10. DATE SIGNED			
			1			
FOR VALUE	AC ONLY					
FOR VA U	SE ONLT					
■ The above named veteran does not have a VA benefit-related indebted no	* XX					
The veteran has the following VA beneft-related indebtedness:						
VA BENEFIT-RELATED	NDEBTEDNESS.	Of army)				
TYPE OF DEBT(S)		AMOUNT 0	# DEBT(S)			
TERM OF REPAYMENT PLAN (If any)						
The state of the s						
Veteran is exempt from funding fee due to receipt of service-connected	disability compan	mation of \$	monthly. (Unless checked,			
 the funding fee receipt must be remitted to VA with VA Form 26-1820, I 	Report and Cortific	ation of Loan Di	sbursement)			
Veteran is exempt from funding fee due to entitlement to VA compensor	dien benefits cons	distance bear				
Veteran is exempt from funding fee due to entitlement to VA compense	enon perenta upor	i discretige nom				
Veteren is not exempt from funding fee due to receipt of nonservice-co	enerted penalty	4.5	monthly. LOAN APPLICATION WILL			
REQUIRE PRIOR APPROVAL PROCESSING BY VA.	ne mediate parameter		many, common recommend			
- HEAGING FRIGHT OF THE PROCESSING BY THE						
- Victoria has been reted becomed to VIA LOAN ADDITION ON	L BEOLUBE BRIS	on a nomercaria i	MOCREENIC BY MA			
Wateren has been rated incompetent by VA. LOAN APPLICATION WILL REQUIRE PRIOR APPROVAL PROCESSING BY VA.						
insufficient information. VA cannot identify the veteran with the information given. Please furnish more complete information, or a copy of a DD						
- For the state of						
From 214 or decreage papers. If on active duty, furnish a sensement of service written no ortical government esterness, agreed by the adjusers, pensement entering officer. The strikement should include name, birth date, service number, entry date and time lost.						
SIGNATURE OF AUTHORIZED AGENT		DA	TE SIGNED			
I						
Respondent Burden: We need this information to determine, establish, or verify your eligibility for VA Loan Guaranty Benefits and to determine if you are everalt from paying						
the VA Funding Fee. Title 38, United States Code, allows us to ask for this information.	We estimate that you	will need an avera	ge of 5 minutes to review the instructions, find			
the information, and complete this form. VA cannot conduct or sponsor a collection of inf						
respond to a collection of information if this number is not displayed. Valid OMB control numbers can be located on the OMB Internet Page at						

4. VA CLAIM FOLDER NUMBER (C-File No., if known) 5. SOCIAL SECURITY N		JRITY NUMBER	SERVICE NUMBER (If different from Social Security Number)						
I									
Ì	7. I HEREBY CERTIFY THAT I DO DO NOT have a VA benefit-related indebtedness to my knowledge. I authorize VA to furnish the information listed below.								
Ì	8. I HEREBY CERTIFY THAT I HAVE HAVE NOT filed a claim for VA disability benefits prior to discharge from active duty service (I am presently still on active duty.)								
l	9. SIGNATURE OF VETERAN		10. DATE SIGNED						
Ì	FC	R VA USE ONLY	'						
Ì	The above named veteran does not have a VA benefit-related indebtedness								
I	The veteran has the following VA benefit-related indebtedness								
I	VA BENEFIT-RELATED INDEBTEDNESS (If any)								
TYPE OF DEBT(S)			AMOUNT OF DEBT(S)						
ŀ									
ŀ	TERM OF REPAYMENT PLAN (If any)								
I									
	Veteran is exempt from funding fee due to receipt of service-connected disability compensation of \$ monthly. (Unless checked, the funding fee receipt must be remitted to VA with VA Form 26-1820, Report and Certification of Loan Disbursement)								
	Veteran is exempt from funding fee due to entitlement to VA compensation benefits upon discharge from service.								
	Veteran is not exempt from funding fee due to receipt of nonservice-∞nnected pension of \$ monthly. LOAN APPLICATION WILL REQUIRE PRIOR APPROVAL PROCESSING BY VA.								
-	Veteran has been rated incompetent by VA. LOAN APPLICATION WILL REQUIRE PRIOR APPROVAL PROCESSING BY VA.								
	Insufficient information. VA cannot identify the veteran with the information given. Please furnish more complete information, or a copy of a DD Form 214 or discharge papers. If on active duty, furnish a statement of service written on official government letterhead, signed by the adjutant, personnel officer, or commanding officer. The statement should include name, birth date, service number, entry date and time lost.								
	SIGNATURE OF AUTHORIZED AGENT		DATE SIGNED						
	Respondent Burden: We need this information to determine, establish, or verify your eligibility for VA Loan Guaranty Benefits and to determine if you are exempt from paying the VA Funding Fee. Title 38, United States Code, allows us to ask for this information. We estimate that you will need an average of 5 minutes to review the instructions, find the information, and complete this form. VA cannot conduct or sponsor a collection of information unless a valid OMB control number is displayed. You are not required to respond to a collection of information if this number is not displayed. Valid OMB control numbers can be located on the OMB Internet Page at www.whitehouse.gov/library/omb/OMBINVC.htm#VA. If desired, you can call 1-800-827-1000 to get information on where to send comments or suggestions about this form.								



VA Form 26-8937 Processing Problems Noted

- VA receives form with no veteran signature on either the 26-8937 or authorization form
- 26-8937 is illegible or incomplete
- 26-8937 is faxed to RLC in wrong jurisdiction
- Lender fails to submit 26-8937 for a veteran who should be exempt
- Lender does not submit loans for prior approval when instructed to do so on 26-8937



VA Entitlement Codes

VA Entitlement Codes:

- 01 World War II
- 02 Korean War
- 03 Post-Korean
- 04 Vietnam War
- 05 Entitlement Restored
- 06 Unremarried Surviving Spouse
- 07 Spouse of POW/MIA
- 08 Post-World War II
- 09 Post-Vietnam
- 10 Persian Gulf War
- 11 Selected Reserve



VA Funding Fee Percentages

Active Duty

Reserve/National Guard (Entitlement Code '11' Only)

First Time Use: 2.15% First Time Use: 2.40% Subsequent Use: 3.30% Subsequent Use: 3.30% 5% Down Payment: 1.50% 5% Down Payment: 1.75% 10% Down Payment: 1.25% 10% Down Payment: 1.50%

IRRRL: .50% IRRRL: .50%

Assumption: .50% Assumption: .50%



How To Calculate Funding Fees

VA funding fees are calculated based on the entitlement code on the COE and down payment, if applicable. Example #1:

- \$100,000 purchase price / COE Entitlement Code is "10" with no down payment:
- $$100,000 \times 2.15\% = $2,150$
- \$102,150 = maximum VA loan amount (without EEM's)
- * Entitlement Code "10" means veteran is a first time user who served in the Persian Gulf War



How To Calculate Funding Fees

Example #2:

- \$100,000 purchase price / COE Entitlement Code is "5" with a 5% down payment:
- $$95,000 \times 1.50\% = $1,425$
- \$96,425 = maximum VA loan (without EEM's)
- * Reduced funding fee due to 5% down payment



How To Submit VA Funding Fees

All VA funding fees are paid through VA's Funding Fee Payment System (FFPS) at:

www.pay.gov/va



Funding Fee Refunds

You can apply for a refund of a funding fee through the Funding Fee Payment System:

- Go to Refunds Link
- Enter required documentation
- VA approves directly online



Typical Reasons For VA Funding Fee Refund

- Lender charged the wrong funding fee amount, i.e.
 3.3% for a first-time borrower
- Lender actually paid VA funding fee on a loan that did not close
- Lender charged a funding fee on an exempt veteran
- Lender failed to include down payment for reduced funding fee
- Lender charged a funding fee on a veteran who was not exempt at the time of closing, but has since received at least a 10% disability rating with an effective date prior to the date the loan closed



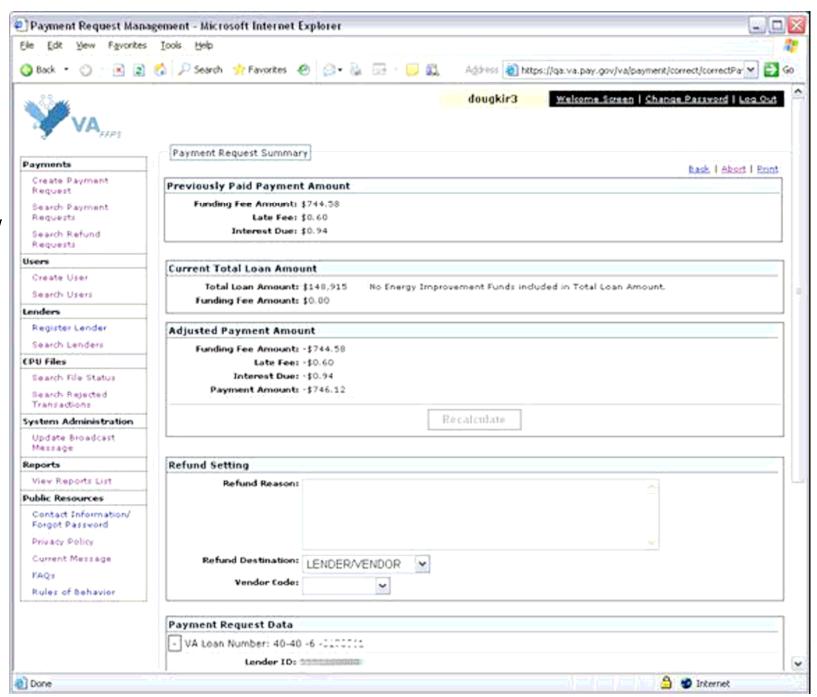
Funding Fee Refund Issues

- Lender is the only one who can obtain the refund because their VA lender i.d. was used to input original data
- Lender who submitted the VA funding fee is required to apply for the refund on behalf of the veteran
- VA issues refund via ACH transaction only (no more Treasury checks)
- Refund typically issued in 3 5 days
- If veteran financed VA funding fee, it must be applied to principal balance (vet cannot receive back in cash)
- Lenders may be required to forward funding fee refund to their investor if they do not service the loan themselves

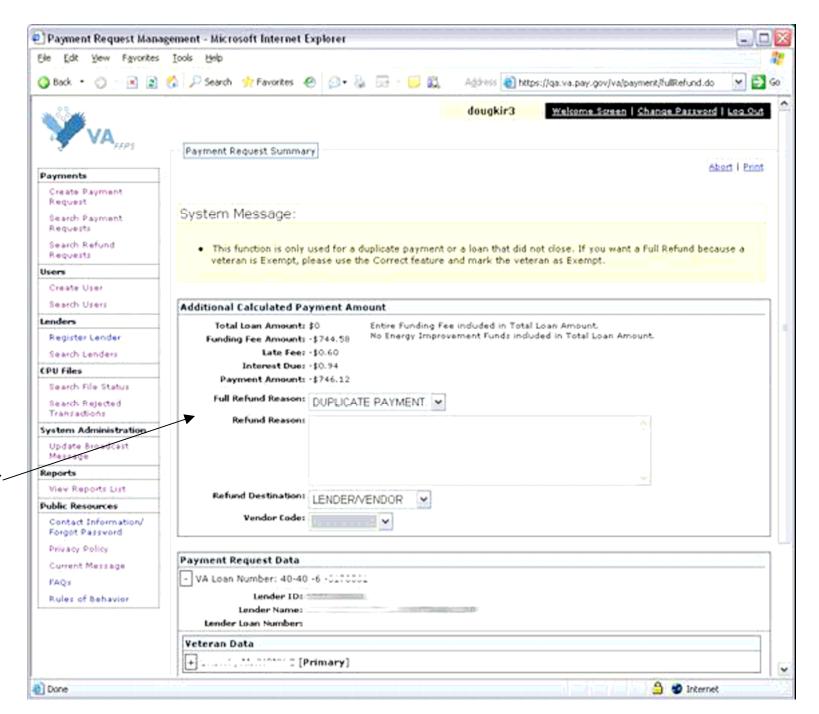


How To Request A Funding Fee Refund

- VA reviews and approves refunds on a regular basis (approximately every 2 – 3 days)
- The following screen shots are provided as instruction on how to obtain a VA funding fee refund



To request a refund of a funding fee, open the payment request



Move to the Veteran Data section of the payment request and select the "Correct" Options.

Input reason for refund and other required data

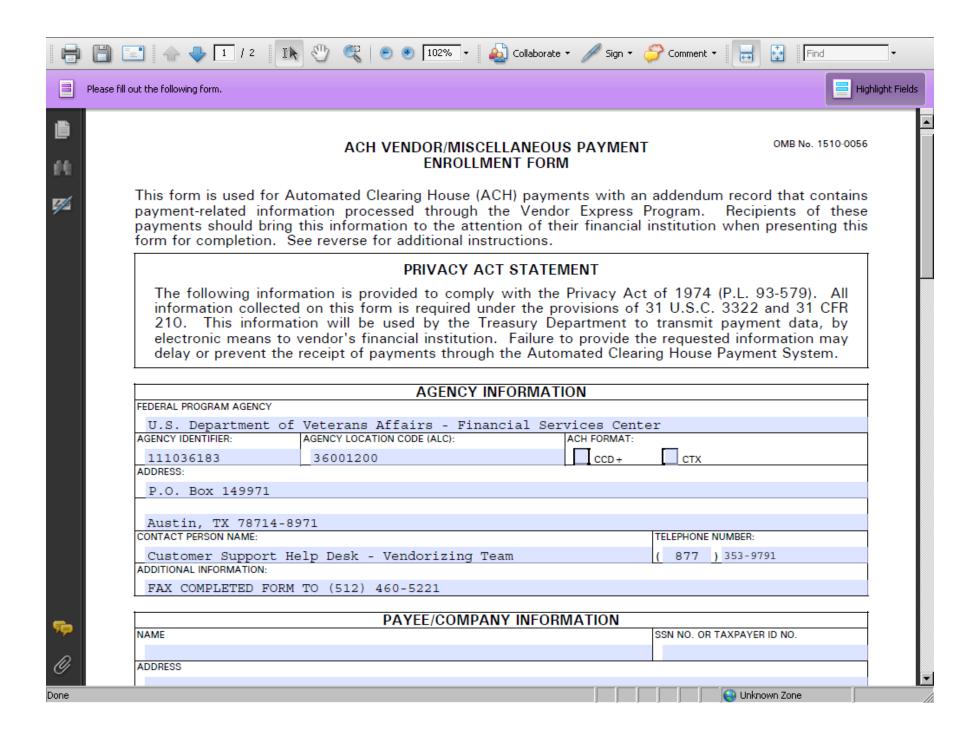


ACH Vendorization

- In order for a lender to obtain VA funding fee refunds, they must first vendorize their corporate bank information with VA's Austin Automation Center
- To do this, download Standard Form SF 3881, ACH Vendor Enrollment Form at:

http://www.fms.treas.gov/pdf/3881.pdf

- The form should be faxed to (512) 460-5221
- The following sample form is provided to show what information is needed under "Agency Information". The lender is required to complete the remainder of the information.





FFPS User Guide

Lenders can download the VA Funding Fee Payment System User Guide at:

http://www.benefits.va.gov/homeloans/docs/va_ffps_users_guide.pdf



Funding Fee System Help Desk

The Funding Fee Payment System is not a VA system. It is managed by the Department of Treasury. To contact them regarding login, password or administrative issues:

Phone: (800) 624-1373

E-mail: pay.gov.clev@clev.frb.org

Underwriting



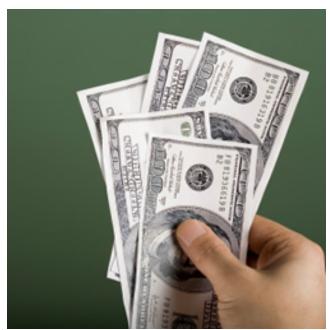


VA Underwriting

We Are Not FHA!



Income



VA Home Loans



Income

- In order to consider approval for a VA home loan, job stability is a mandatory requirement
- Generally speaking, veterans who have separated from service need a minimum 2 year work history (different employers okay)
- Veteran should be in most recent job 12 months
- Significant number of "egregious" loans are the result of a VA loan being approved for veterans not having stable employment
- All verifications of income must not be more than 120 days old at closing, or 180 days old if new construction



Income – Standard Documentation Requirements

- VA Form 26-8497,
 Verification of Employment
- 2 years' W-2 Forms
- 2 years' 1099 Forms
- 2 years' Federal Tax Forms





Income – Alternative Documentation Requirements

- Original or certified original of veteran's paystubs
- Should be 30 days worth of paystubs (1 monthly, 2 bi-weekly, 4 weekly)
- 2 years' W-2 forms
- Very Important: If lender chooses to use the alternative documentation requirements, lender must verify prior to closing via telephone with current employer:
 - » Date of Hire
 - » Prospect for Future Employment



Verification Alternatives

VA allows Internet based website verification such as "The Work Number" provided they show the following information:

- Name
- Social Security Number (truncated for privacy okay)
- Date of hire
- Annual income to document past 2 years
- Overtime, bonus amounts, etc.



Income Verification for Active Duty, Reservists and National Guard

- All active duty, reservists and national guard members are given a Leave and Earnings Statement (LES)
- LES is typically issued once per month unless veteran requests otherwise
- LES cannot be more than 120 days old, or 180 days old for new construction
- For information on how to read an LES go to:

www.dfas.mil (see next slide)



DEFENSE FINANCE AND ACCOUNTING SERVICE

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MILITARY PAY CIVILIAN PAY RETIRED PAY TRAVEL PAY CONTRACT/VENDOR PAY

Military Pay Home

Military Pay Tables

News & Information

Useful Links

Out-of-Service Debt

Wounded Warrior Pay

Adoption Reimbursement

Military Employment Verification

Thrift Savings Plan (TSP)

Ask Military Pay

2007 Tax Information

Garnishment Military





News Headlines

DFAS Services



<u>VA Compensated Work Therapy payments are no</u> longer taxable

TreasuryDirect helps buy, store savings bonds

DFAS published 2007 tax statement schedule

Retiree, annuitant cost of living adjustments for







Leave and Earnings Statement Definitions

Taxable Incomes

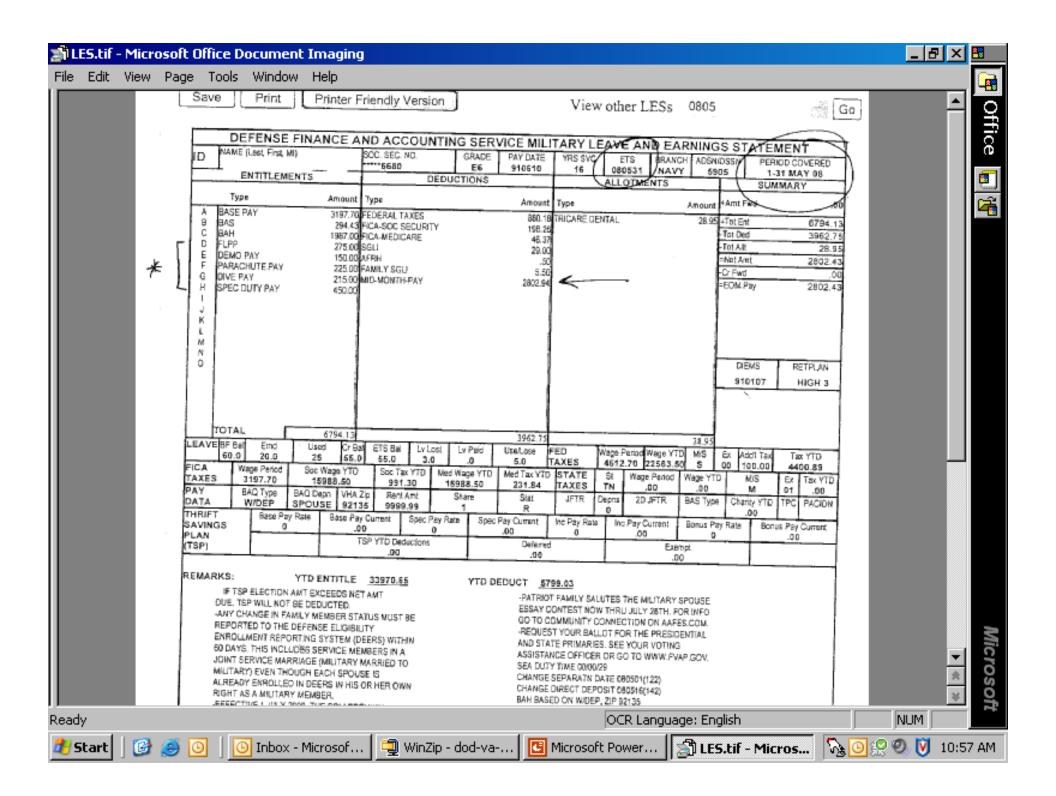
- Base Pay
- HDP Hardship Pay
- HF/IDP Hostile Fire/Imminent Danger Pay
- HDIP Parachute, Flight Deck, Demolition
- Flight Pay
- Pro Pay
- Sea Duty Pay
- Save Pay
- CONUS Cola



Leave and Earnings Statement Definitions

Non-Taxable Allowances

- BAH Base Allowance for Housing
- BAS Base Allowance for Subsistence
- Clothing Allowance
- Family Separation Allowance
- Personal Money Allowance





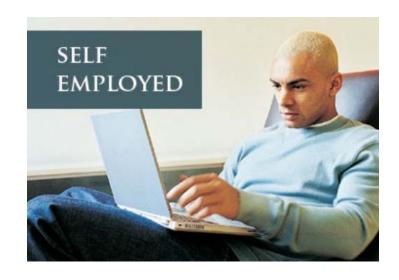
Leave and Earning Statement Issues

- ETS Date Estimated Time of Separation, typically in a YEAR-MONTH-DAY combination
- To use active duty income, veteran must have 12 months remaining on their ETS date or a letter signed by commanding officer stating they are eligible/intend to re-enlist
- Veterans can have a mid-month pay amount taken out of net income that allows them to better budget their income
- Allowances can be put on Line 38 of VA Form 26-6393, Loan Analysis



Self Employment Income

- Must be self employed at least 2 years
- Provide 2 years worth of business and/or individual tax forms
- A current year to date profit and loss statement
- Depreciation may be added back to net profit
- Partnerships are okay, but must be accompanied with proof of percentage of ownership





Commission Income

If a major portion of income is drawn from commission income, veteran's employer must provide:

- * Year-to-date commissions received
- * Basis for computing commissions
- * Frequency of commission payment



Commission Income

- Generally must have 2 year history
- Commission income after 1 year can be considered if prior related experience or technical knowledge.
- Income must be averaged over 12-24 month period
- Must provide 2 years W-2's and tax forms
- Commission less than 1 year can rarely be considered
- Lenders should be concerned with a recent history of successive monthly declines in commissions received





Rental Income

- Multi unit property must show previous landlord experience <u>and</u> evidence of 6 months PITI as cash reserves, if using anticipated rents to qualify
- If rental income is not needed to qualify, reserves and experience are not needed
- Rental income to be used is 75% of previous, verified rent receipts
- Origination file will need to have copies of signed lease agreements





Rental Income From

Existing Home

If veteran owns a house and proposes to rent existing house to move into VA home:

- * Anticipated rental income can be used to offset mortgage payment if there is positive cash flow from rent receipt
- * Additional positive cash flow cannot be used as qualifying income
- * Negative cash flow needs to be listed as a debt on VA Form 26-6393



Trailing Spouse Income

- Typical income problem for veterans who move from base to base
- Generally cannot use as qualifying income unless:
 - there is a documented commitment for employment, and
 - the employment is a position related to current job
- If spouse is not moving, income can be used to offset expenses from current residence prior to moving
- Documentation proving employment in new location would be expected in origination loan file



Income From Child Support

 Must have evidence that it will continue for at least 3 years into the future

 If less than 3 years, lender can remove child from family size for the residual guideline



Stability of Income Issues

- The applicant must generally be employed 12 months or longer
- Waive 12 months employment rule if previous technical experience (computers, doctor, nurse, airline mechanic, etc.)
- Generally speaking, income from overtime, part time work or bonuses must have continued for 2 years



Stability of Income Issues

- Temporary income from educational allowances or unemployment compensation do not represent stable income.
- Post 9/11 GI Bill Housing Allowance cannot be used
- Automobile reimbursement can only be used to offset car payments
- Foster care income can be used to offset any increase in residual income requirement
- Public Assistance or social security income must continue for at least 3 years (VA disability is considered a lifetime benefit)



Assets





Assets

- Must include original or certified copies of 2 months' worth of deposit verifications
- Veteran must have sufficient cash to cover:
 - Closing costs, down payment and points that will not be in loan amount
 - Difference in appraised value and purchase price if property appraises for less



Assets

- Liquid Assets: funds that can readily become available within a 30-day period without penalty or taxation
- Potential loans secured by a 401(k) or Thrift Savings Plan can typically be considered a liquid asset
- IRAs are not considered a liquid asset
- Life insurance policy face values are not considered a liquid asset



Gift Funds

 VA has no policy on gift funds to close a VA loan

 If gift funds are being used, lender must verify that funds were either deposited with veteran prior to or at closing, or show proof that funds were available



Debts and Obligations





CAIVRS

- Lenders are required to verify if the obligors have any open, unpaid Federal Debts
- Instructions are located in VA Pamphlet 26-7, Lenders Handbook in Chapter 4
- Document findings or authorization number in comment section of VA Form 26-6393, or provide CAIVRS printout
- FHA CAIVRS "C" numbers can be negated since obligor paid mortgage insurance premiums



Debts and Obligations

- Debts and obligations must be rated for timely payment and a credit report obtained
- Include explanation for any obligation used but not rated
- Include significant debts even if less than 10 months to pay if it causes severe impact on ability to cover residual expenses
- Remove smaller debts if less than 10 months remaining to payoff



Child Care Expense

- Significant number of "egregious" loans identified because lender failed to include child care expense
- Expenses for care of children 12 years old or younger must be included in debt section of loan analysis form, unless:
 - * Spouse does not work, or employment is of a part time nature
 - * If spouse does work full time, they must provide proof of no child care expense (separate certification must be in file)



Other Debts

- If there is proof that a co-signed payment is being paid timely, debt can disregarded (12 months paid on time)
- If co-signed loan is not being paid timely, it can affect credit rating and should be included in debt ratio
- 401(k) loans are not considered in debt ratio for VA loans
- Student loans deferred 12 months are not considered in debt ratio



Speaking of Debts!

"I don't own any stocks and bonds. All my money is tied up in debt."

George Carlin



Debts and Obligations

- Serious thought should be given to obligors who have an appetite for a lot of debt
- Excessive numbers of accounts, "maxing" out credit cards and debts obtained immediately before loan application should raise "red flags"

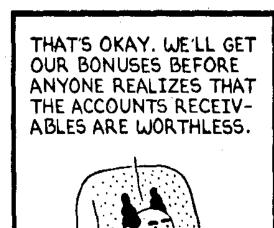


Credit













Credit History – General Rule

- Credit report must be a tri-merged credit report or Residential Mortgage Credit Report.
- It must not be older than 120 days from application for purchases or 180 for new construction
- Generally speaking, the veteran must not have derogatory credit within the past 12 months

Automatic denial:

- * Outstanding Judgments
- * Unresolved Federal Debts



Lack of Credit History

- Lack of an active credit history via a credit report does not automatically deny the veteran's loan
- Obtain credit references from nontraditional sources such as:
 - * Rental payments
 - * Utility payments
 - * Car insurance payments



Rental History

 VA requires at least 12 months rental payment history and it must be formally verified and rated

 Past housing payment history can be proof of a veteran's motivation to make timely payments



Collection Accounts, Charge-offs, Judgments and Federal Debts

- Isolated collection accounts with an overall favorable history of timely payments should not negatively impact application
- Poor credit history, with collections being paid off, does not necessarily impact application in a positive way
- Judgments and debts owed to the Federal Government must be paid off or verify a 12 month history of timely payment
- Federal and state tax liens do not necessarily have to be paid off or being paid, but considered in overall credit history



Consumer Credit Counseling

 If a veteran entered prior to delinquencies occurring, it is looked at from a neutral standpoint

 If entered after delinquencies occurred, need at least 12 months timely payment history, and approval from the credit counselor



Chapter 13 Bankruptcy

- A veteran needs a
 12 month history of timely payments in bankruptcy plan
- Bankruptcy court must acknowledge purchase or cash out refinance





Chapter 7 Bankruptcy

- If caused by controllable events (i.e. divorce, excessive use of credit, etc.), generally speaking the veteran must wait 24 months from date of discharge
- Veteran must have reestablished 12 months of positive consumer credit activity





Chapter 7 Bankruptcy

- If bankruptcy was due to circumstances beyond the control of the borrower, the veteran must wait 12 months from date of discharge to apply
 - * Medical
 - * Loss of employment
 - * Catastrophic event



Foreclosure or Deed In Lieu of Foreclosure

- Generally 2 years from date of foreclosure, unless event was caused by circumstances beyond the veteran's control
- A minimum of 12 months regardless of circumstances
- If a VA liquidation, veteran may not have sufficient entitlement for new VA loan
- Previous loss to VA would have to be repaid to restore full entitlement





Short Sales

VA Central Office guidance on short sales:

- VA calls these "Compromise Sales"
- If delinquency occurred and ultimately resulted in short sale, typical 2 year waiting period would apply
- If short sale was processed while loan was still current, and overall credit is favorable with <u>no</u> <u>resulting deficiency</u> from short sale, no waiting period is required
- If it was a VA short sale, entitlement could be reduced



Divorce

- You may disregard obligations and delinquent payments made after debts were assigned to the other individual by a divorce court
- Separation agreements not acceptable
- Must have signed divorce decree (stamped signature okay) by a judge that substantiates obligations, assets, alimony and child support





Automated Underwriting Systems (AUS)

VA has approved the following Automated Underwriting Systems:



- Freddie Mac's Loan Prospector
- Fannie Mae's Desktop Underwriter
- Countrywide/Bank of America CLUES
- Chase Manhattan's ZIPPY





AUS Issues

- Data integrity is imperative greatest issue noted in VA audits is unsubstantiated income amounts
- Unsubstantiated data input to obtain "Accept" classification can be deemed fraud or misrepresentation
- Lenders must provide all documentation required by VA and AUS Feedback Certificate
- Must provide a complete copy of feedback certificate and documentation requirement certificate
- Significant number of "egregious" loans identified due to unsubstantiated data entered into AUS

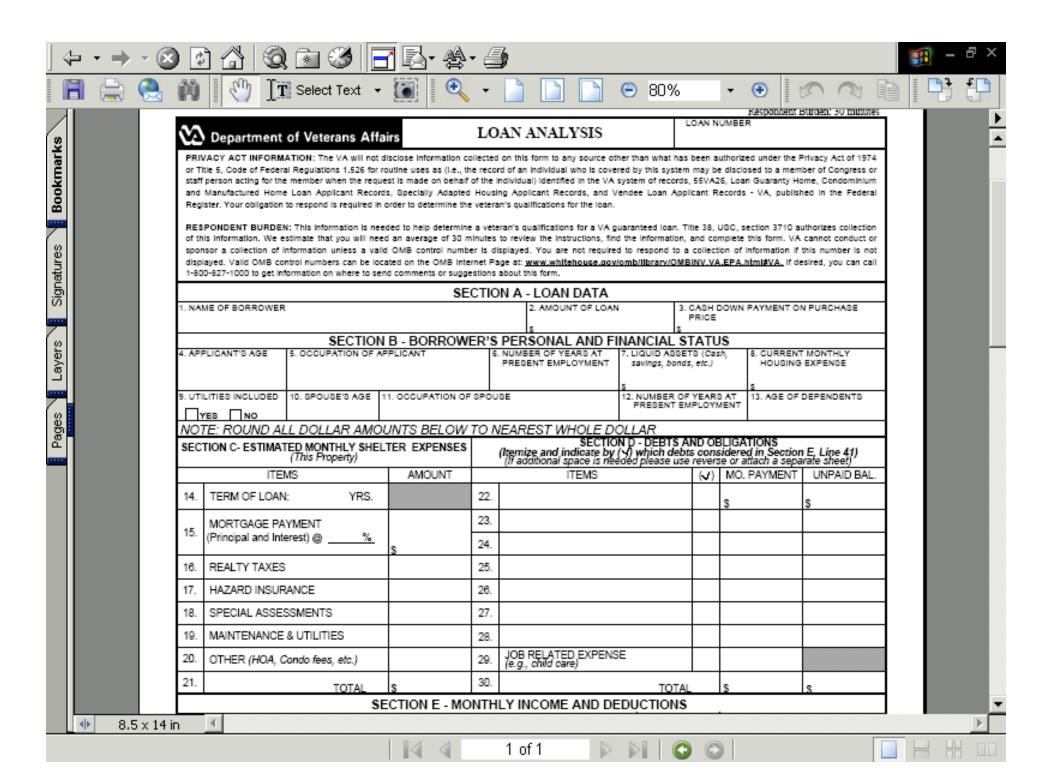


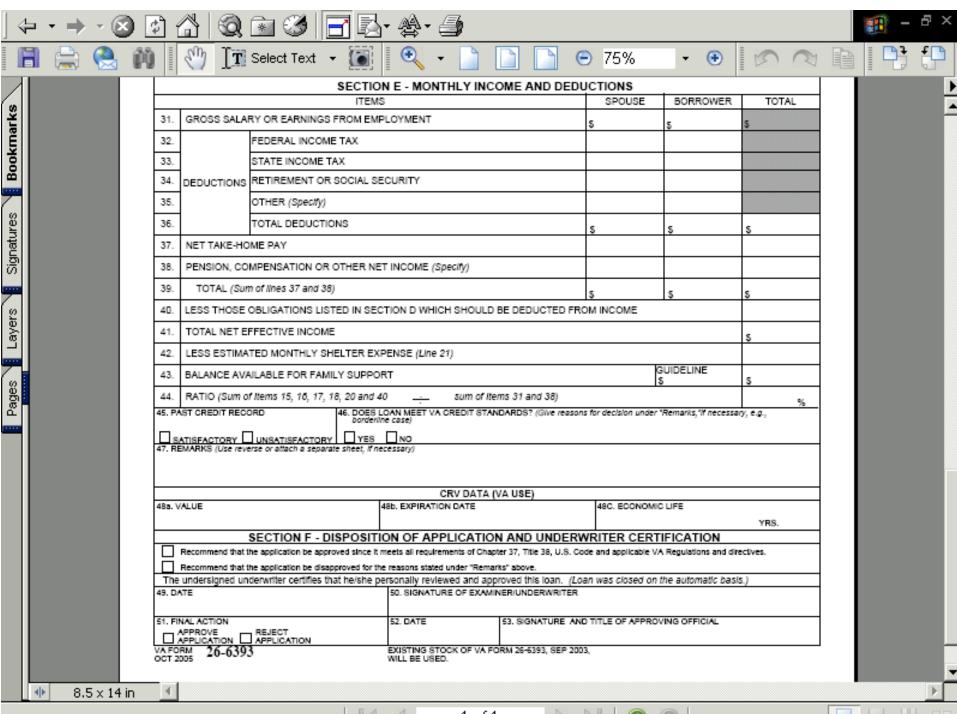
VA Form 26-6393, Loan Analysis

Mandatory document except for IRRRL's

 Underwriter must completely fill out VA Form 26-6393, Loan Analysis and sign/date document

 Loan Analysis must be completed even for Automated Underwriting Cases







Debt To Income Ratio Calculation

PITI + Special Assessments + HOA Fees + Monthly Revolving/Installment Debt + Child Support/Alimony

Divided By:

Total Gross Income + Other Net Income

_

Debt To Income Ratio



VA's Underwriting Guidelines - General Rules

- VA general rule is that the loan should not exceed a 41% debt to income ratio
- AUS ACCEPT classifications may result in higher debt to income ratio approvals
- Loan should meet VA's residual income guideline based on tables provided in the VA Lenders Handbook
- All members of household should be considered for family size
- Underwriter should use \$.14 per square foot for maintenance and utility calculation



VA's Underwriting Guidelines - General Rules

- Underwriter must consider job related expenses or extraordinary commute to employment on high ratio cases
- Deduction for taxes should be based on IRS Circular E and appropriate state tax tables, unless actual paystubs are used
- CAIVRS clearance authorization should be noted on VA Form 26-6393, Loan Analysis
- You can only "gross up" for <u>debt ratio</u> purposes only.
 Gross up amount can be equal to borrower's tax bracket.



Debt Ratios That Exceed 41%

A ratio of 41% may be exceeded if:

* residual income guideline is exceeded by 20%, or

* underwriter's <u>supervisor</u> provides a statement justifying approval if 20% residual guideline is not met



Residual Income Calculation

Net Take Home Pay + Other Net Income

Minus

PITI + Special Assessments + HOA Fees + Monthly
Maintenance and Utility Factor + Monthly
Revolving/Installment Debt + Child Support/Alimony

=

Balance Available For Family Support (Residual Income)



Residual Income Guideline

- VA has specific residual income guideline tables located in VA Pamphlet 26-7, Lenders Handbook, Chapter 4
- Tables are based on loan amount, geographic locations, and family size
- A lender may exclude a family member from family size if they can prove they are self supporting
- Residual income and debt ratio should be used as a guide, and not the sole determining factor for approval or denial



Residual Income Tables

F					
Family Size	Northeast	Midwest	South	West	
1	\$390	\$382	\$382	\$425	
2	\$654	\$641	\$641	\$713	
3	\$788	\$772	\$772	\$859	
4	\$888	\$868	\$868	\$967	
5	\$921	\$902	\$902	\$1,004	
over 5	Add \$75 for each additional member up to a family of seven.				



Residual Income Tables

Table of Residual Incomes by Region For Ioan amounts of \$80,000 and above

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Family Size	Northeast	Midwest	South	West			
1	\$450	\$441	\$441	\$491			
2	\$755	\$738	\$738	\$823			
3	\$909	\$889	\$889	\$990			
4	\$1,025	\$1,003	\$1,003	\$1,117			
5	\$1062	\$1,039	\$1,039	\$1,158			
over 5	Add \$80 for each additional member up to a family of seven						



Compensating Factors

Compensating factors can be used as reason for loan approval if debt to income guidelines are not met. Some of these include:

- Excellent long term credit
- Conservative use of consumer credit
- Minimal consumer debt
- Long term employment
- Significant assets or down payment
- High residual income



Compensating Factors

Compensating factors can not be used to overcome unsatisfactory credit.



Closing Costs and Guaranty





Itemized Closing Costs

The most common error VA finds in its audit process is overcharged or unallowable Closing costs charged to veterans



Allowable Closing Costs

- VA allowable appraisal cost and any required compliance inspections
- Credit report fee
- Recording fees and taxes
- Pre-paids to set up tax and insurance escrows
- Surveys and plot plans
- Title exams, title policies, title insurance
- Environmental protection endorsements
- VA funding fees
- Discount points
- MERS fee
- Interthinx DISSCO Fraud Report
- Express mail fees (refinances only)





Unallowable Closing Costs

- Lender's appraisals or inspections
- Closing or settlement fees
- Termite inspection (except on a cash-out refinance)
- Document preparation fees to any individual
- Underwriting fees
- Broker fees
- Attorney services other than for title work
- E-mail, copying, telephone or fax fees
- Application fees
- Processing fees
- Assignment fees
- Photos
- Others...





1% Origination Charge

- VA allows a 1% origination fee to be charged on every VA loan
- If 1% is charged, the veteran can not be charged any of the unallowable closing costs
- If 1% is <u>not charged</u>, the veteran can be charged for "unallowable" items up to 1% of the loan amount





Items That Can Never Be Charged To A Veteran

- Termite Inspection (except for VA cashout refinances)
- Realtor fees or commissions
- Attorney fees other than for performing title work
- Mortgage broker fees or commissions
- Prepayment penalties



Allowable and Unallowable VA Closing Costs

VA Cleveland provides a list of allowable and unallowable closing costs. It is important to note that this list is not all inclusive. It can be found at:

http://www.vba.va.gov/ro/cleveland/steps_to_va_loan.htm





VA Seller Concession Rule

- A seller concession is anything of value added to the transaction by the builder or seller for which the buyer pays nothing additional, and which is not considered customary
- VA's Seller Concession rule is not the same as that directed by HUD
- The maximum seller concession for VA loans is <u>4%</u> of the established reasonable value
- The 4% only limits seller contribution toward the items in the following slide



Items Limited By VA Seller Concession Rule

VA's Seller Concession rule only limits payment of the following amounts to 4% of the value:

- Payment of the veteran's VA funding fee
- Prepayment of the veteran's taxes and/or insurance
- Gifts such as TV's or appliances
- Payment of extra points that is beyond what current market conditions dictate
- Provision of escrowed funds to provide temporary interest rate buy-downs
- Payoff of credit balances or judgments on behalf of the buyer



Seller Contributions Toward Closing Costs

In addition to the 4% seller concessions, sellers/lenders can assist with:

- Payment of VA allowable closing costs above 4% seller concession amounts (appraisal, credit report, recording fees and taxes, title work, origination fee, etc.)
- Payment of points as appropriate to the market



Guaranty

 For VA purposes, the lender's "Insurance" is called a "Guaranty"

 The lender must submit loan for guaranty within 60 days of closing

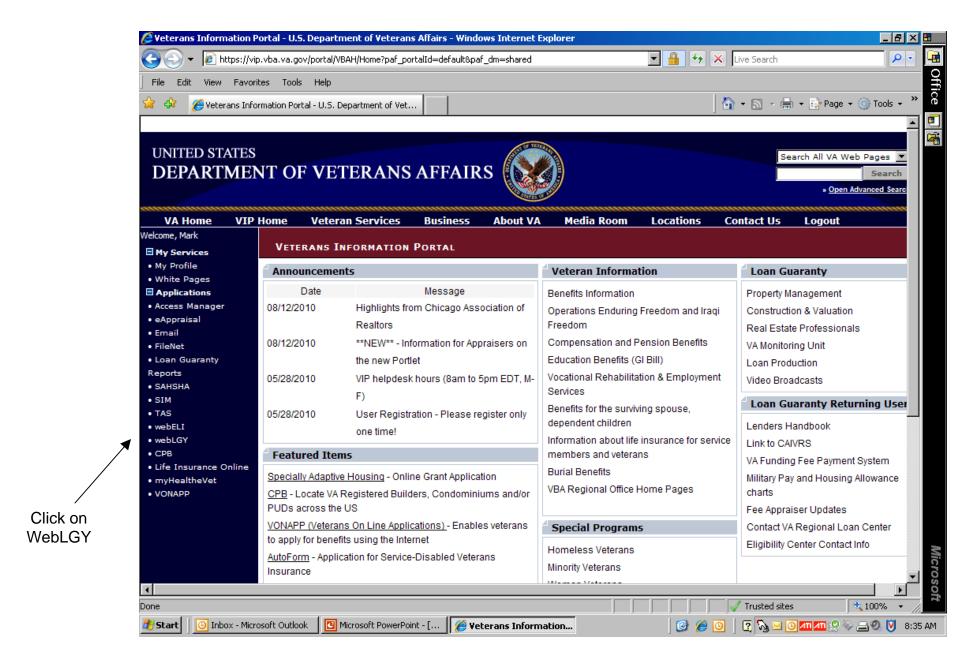
 If over 60 days from closing, the lender must certify that the loan is current and provide explanation for late submission

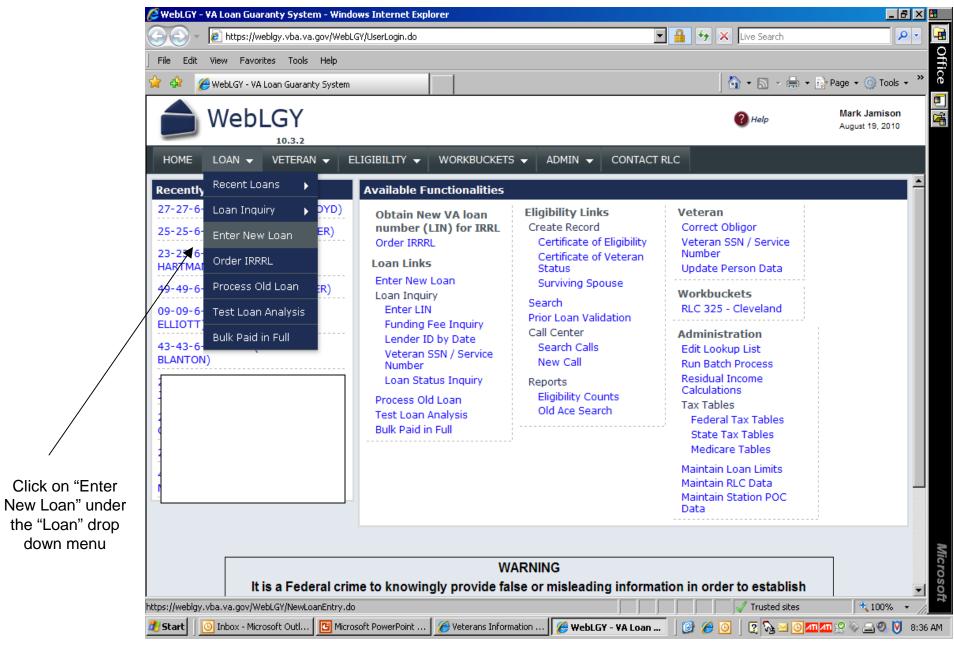


WebLGY -

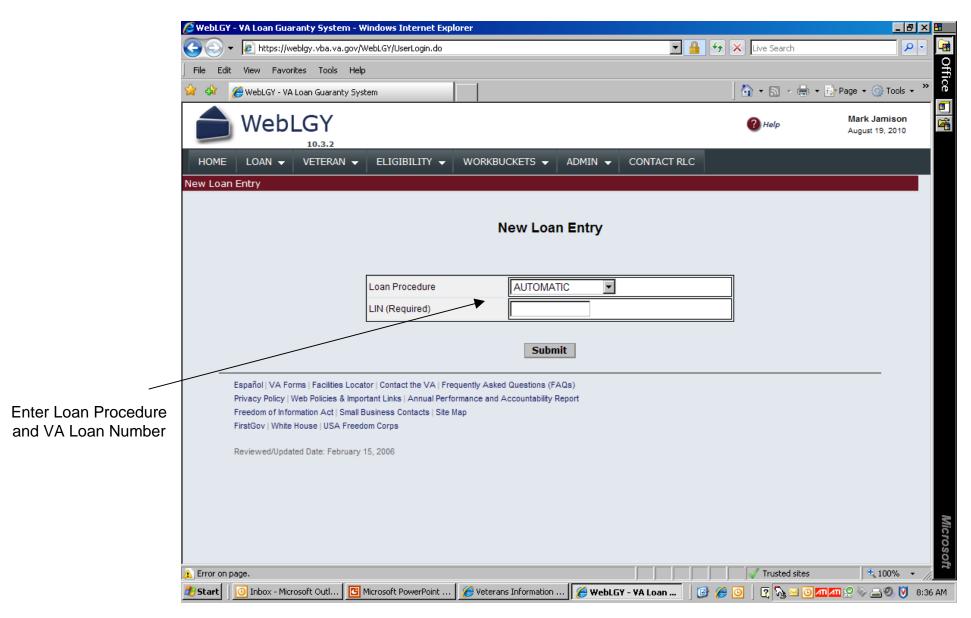
How To Guaranty A VA Loan

- A Veterans Information Portal based application where lenders input loans for guaranty in WebLGY
- Must be a LAPP lender
- WebLGY requires funding fee receipt to be generated in FFPS and that all data entered is correct
- WebLGY requires the NOV to be issued through WebLGY as well

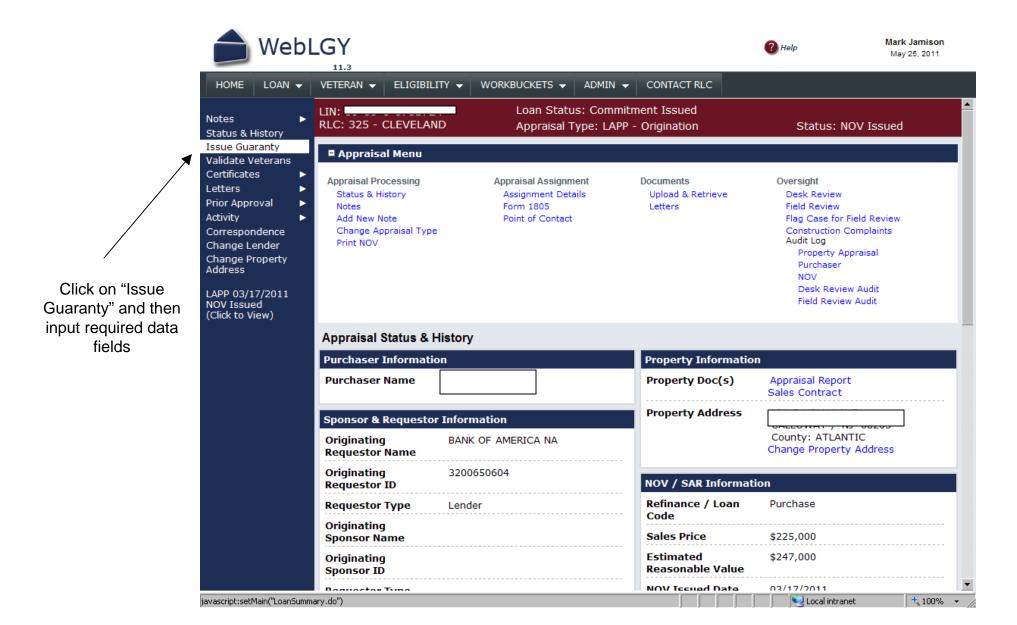




VA Home Loans



VA Home Loans





VA Audit Process

VA performs 4 different types of quality reviews on guaranteed cases:

- A full review of 10% of all guaranteed loans
- An underwriting review of all Early Default Cases that go into default within the first 6 payments due under the note
- Special reviews on cases over the 41% debt ratio and not 20% over the residual guideline
- Post audit verifications on 5% of all guaranteed loans





Purpose Of VA Audit Process

- 99% of all VA loans are closed by automatic lender without VA ever seeing the loan
- Reviews are done to determine lender compliance with program
- Reviews are done to provide feedback to lenders for training purposes
- Reviews are done to determine if fraud or misrepresentation exists in closing of loan



VA Audit Findings

- Audit file submissions should follow the requirements in Chapter 5 (purchases) and Chapter 6 (IRRRL's/cashouts) of the VA Lenders Handbook
- Unallowable charges to the veteran
- Missing or incomplete documentation
- Repairs from NOV not certified as completed
- Unsubstantiated income or income stability not established
- Missing explanations for derogatory credit





VA Audit Findings

- Lender's certifications, underwriter's certifications or occupancy certifications missing
- We don't need several copies of loan file
- Missing AUS documentation
- Missing Escape Clause on Purchase Contract
- Cash back to veterans when the amount given exceeds what the veteran paid into the transaction
- Funding fee charged on exempt veterans (VA Form 26-8937 submitted after closing)
- Using active duty income for veterans with an ETS date that is less than 12 months



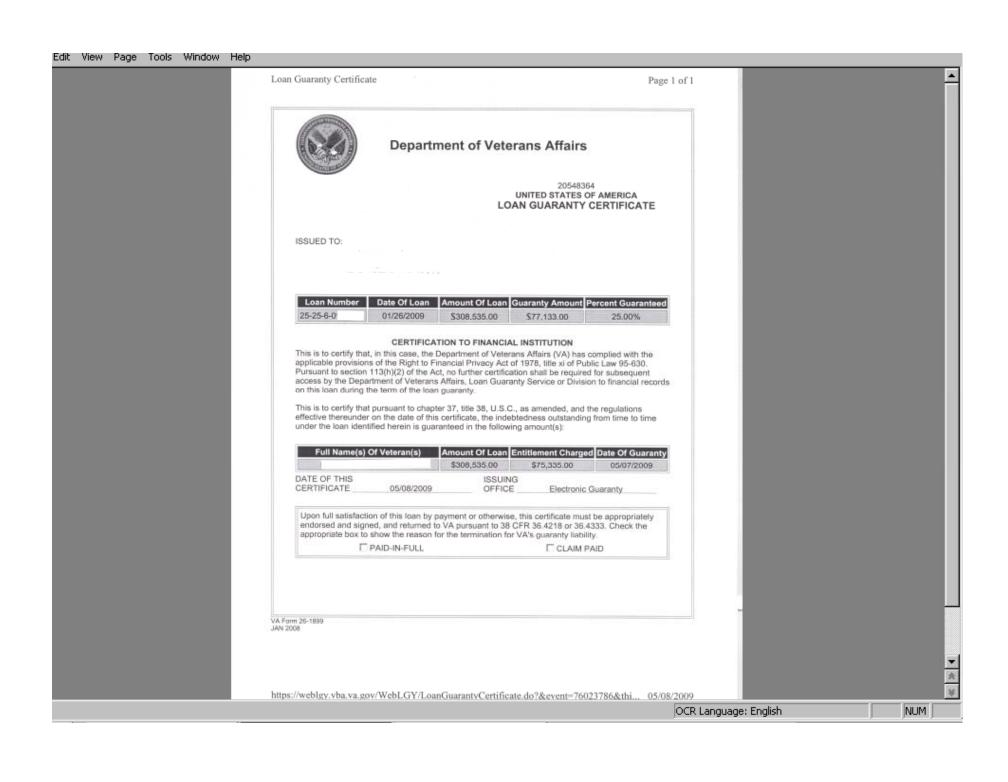
Loan Guaranty Certificate

The final document that lenders need to sell the VA loan to the secondary market is the Loan Guaranty Certificate.

Issued by VA

or

Issued through WebLGY after lender inputs guaranty data



Special Circumstances





Power Of Attorney

A veteran who is unable to sign closing documents can close on a VA loan with a Power of Attorney:

- Specific POA: states specific transactions that POA can perform
- General POA: gives general POA to various types of transactions (<u>cannot</u> be used if veteran has not signed URLA and Purchase Contract)





Power Of Attorney

To complete a VA home loan transaction using an Attorney-in-Fact:

- The mortgage must be legally enforced in that jurisdiction
- Clear title can be conveyed in the event of a liquidation
- Veteran must consent to specifics in the transaction
- Power of Attorney rules apply to any loan when the veteran cannot sign documents in person



Power Of Attorney

If veteran has not signed the URLA and Purchase contract, The specific Power of Attorney must contain language related to:

- Entitlement how much entitlement will be used
- Purpose intent of the loan (new construction, cashout, IRRRL, etc.)
- Property identification address, legal description
- Price and terms sales price, concessions, etc.
- Occupancy must clearly state the veteran's intent to occupy property to meet requirements of Title 38 USC



Alive and Not Missing In Action Certification

If a veteran is using a Power of Attorney, the lender must obtain an "Alive and Not Missing In Action" Certification. This can be achieved by:

- Written or verbal notification via e-mail, fax or telephone from veteran or commanding officer on the day of closing
- Documented proof from lender of their efforts to obtain such a certification (who, what, where)



Final Thoughts

- VA does not perform pre-qualifying analysis for any loan application
- It's your money to lend. VA cannot compel a lender to lend its money
- Second level denial reviews from automatic lenders must be accompanied by a letter from underwriter explaining reasons they believe loan could be approved <u>and</u> a statement that lender will fund VA loan with a VA loan commitment
- VA does not allow veterans to walk into the office with an underwriting package
 _{VA Home Loans}



A Special Class Of Citizen

- Our veterans deserve every benefit they earned.
 You are an integral entity in making those benefits available.
- On behalf of the Cleveland Regional Loan Center, we want to thank you for your time today learning the VA home loan program